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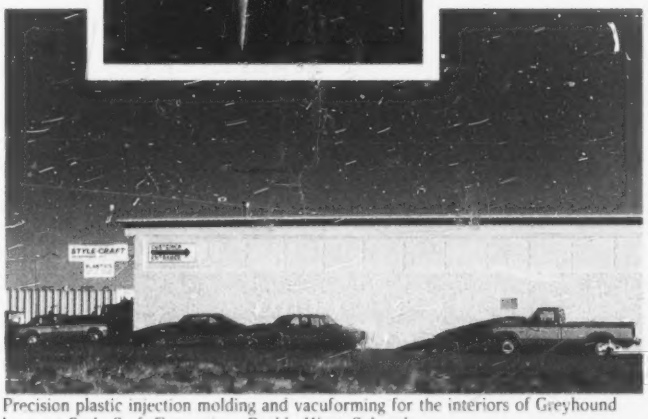
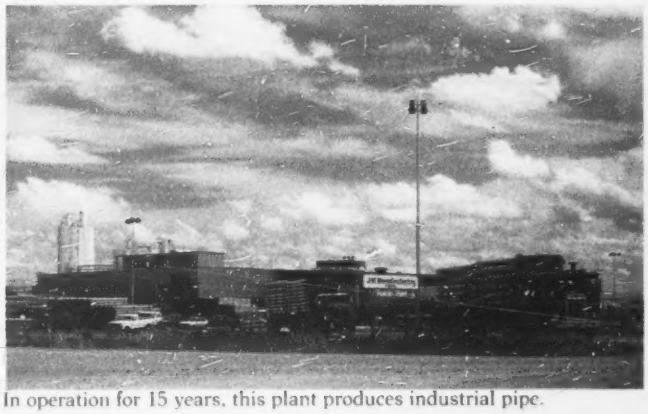
JOE MATHIS
President, Style-Craft Enterprises

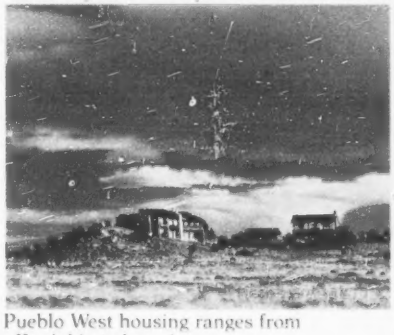
"We found a quality of worker here that we haven't had since the 40's and 50's."



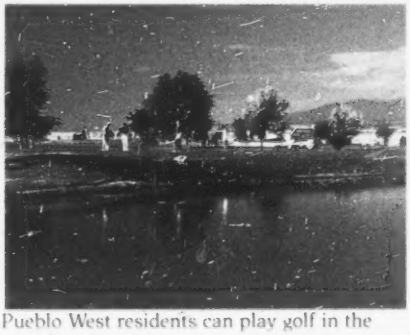
Precision plastic injection molding and vacuforming for the interiors of Greyhound buses at Style-Craft Enterprises, Pueblo West, Colorado.



In operation for 15 years, this plant produces industrial pipe.



Pueblo West housing ranges from affordable to luxurious.



Pueblo West residents can play golf in the morning...

...and enjoy Lake Pueblo in the afternoon.

Joe Mathis moved his plastics manufacturing plant to Pueblo West, Colorado, in 1985 after looking at nine other potential locations.

A custom producer of high quality plastic for bus and truck interiors; components for electronics cabinetry; and gaskets for the irrigation industry, Style-Craft discovered exceptional advantages in relocating to Pueblo West.

"We found workers here ready to give you a full day's work with no qualms... willing and easily trainable," Joe says.

He is enthusiastic about the industrial training programs at the Job Training Center in nearby Pueblo, Colorado, and the outstanding "tailored-to-your-needs" courses offered by Pueblo Community College.

Another important factor was transportation access. His bigger customers are in New Mexico, North Dakota and even far-away Virginia.

"Getting your raw materials in and your products out . . . that's of prime concern in any city," Joe emphasizes. "And our present location couldn't be better. We're right off the highway (U.S. 50)-and the Interstate (I-25) is eight miles down the road."

Style-Craft is very satisfied, too, with the assistance they received from Pueblo West's developer, MCO Properties Inc.

"They arranged for us to lease our building at an excellent price and we have an option to buy it. Further, MCO will be working with us to acquire reasonably priced land adjacent to our present site as we continue to grow. It's a positive relationship," Joe says.

Style-Craft Enterprises found a perfect mix of labor, location, transportation, training assistance, developer cooperation and REASONABLY PRICED LAND WITH UTILITIES ALREADY IN at Pueblo West, Colorado, plus a low cost-of-living, a mild four-seasons climate, clean air and quality living for both executives and employees. Your firm can, too!

We invite you to write or call for our complete industrial kit on the advantages of Pueblo West, Colorado.

Pueblo West

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William C. Hacker
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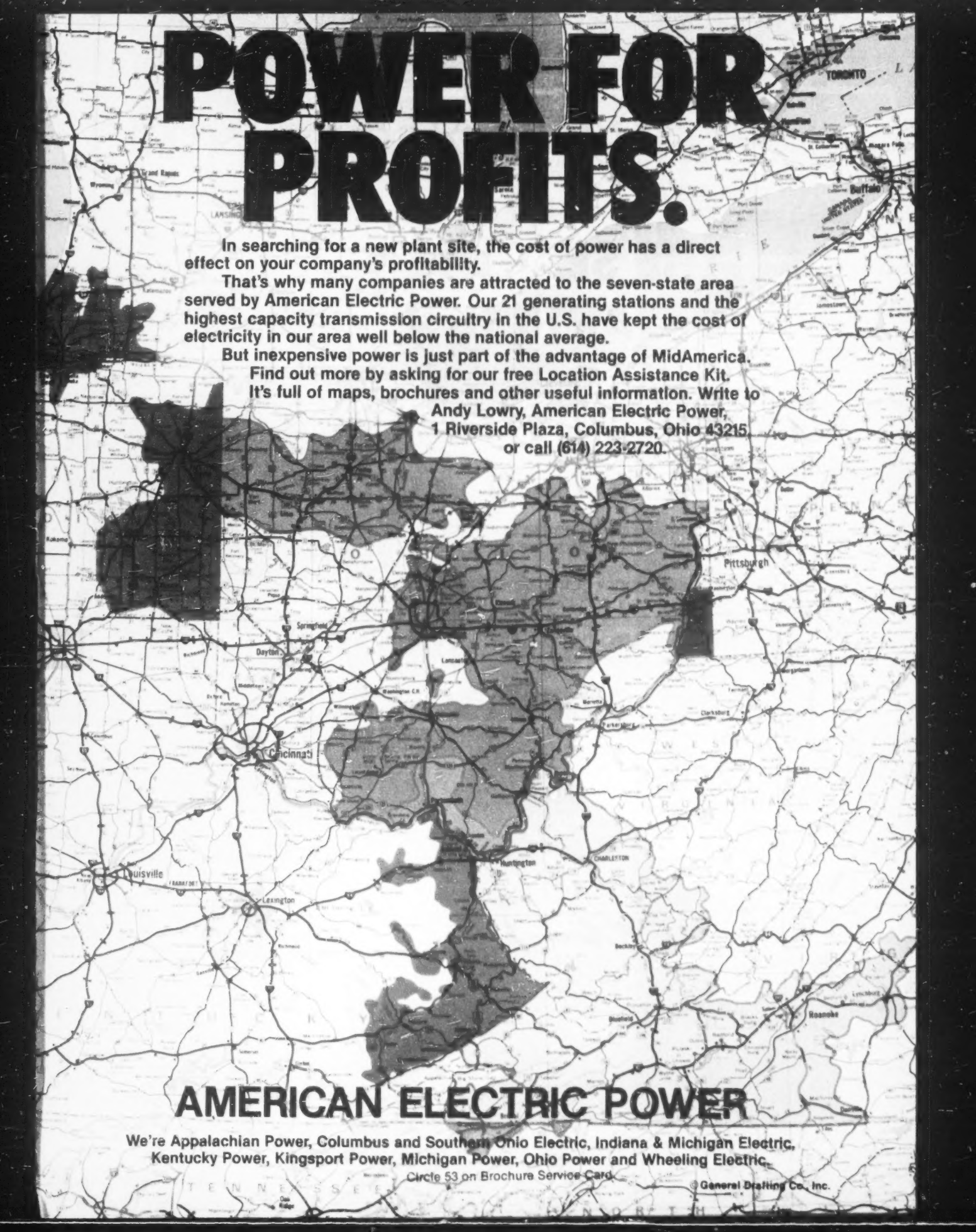
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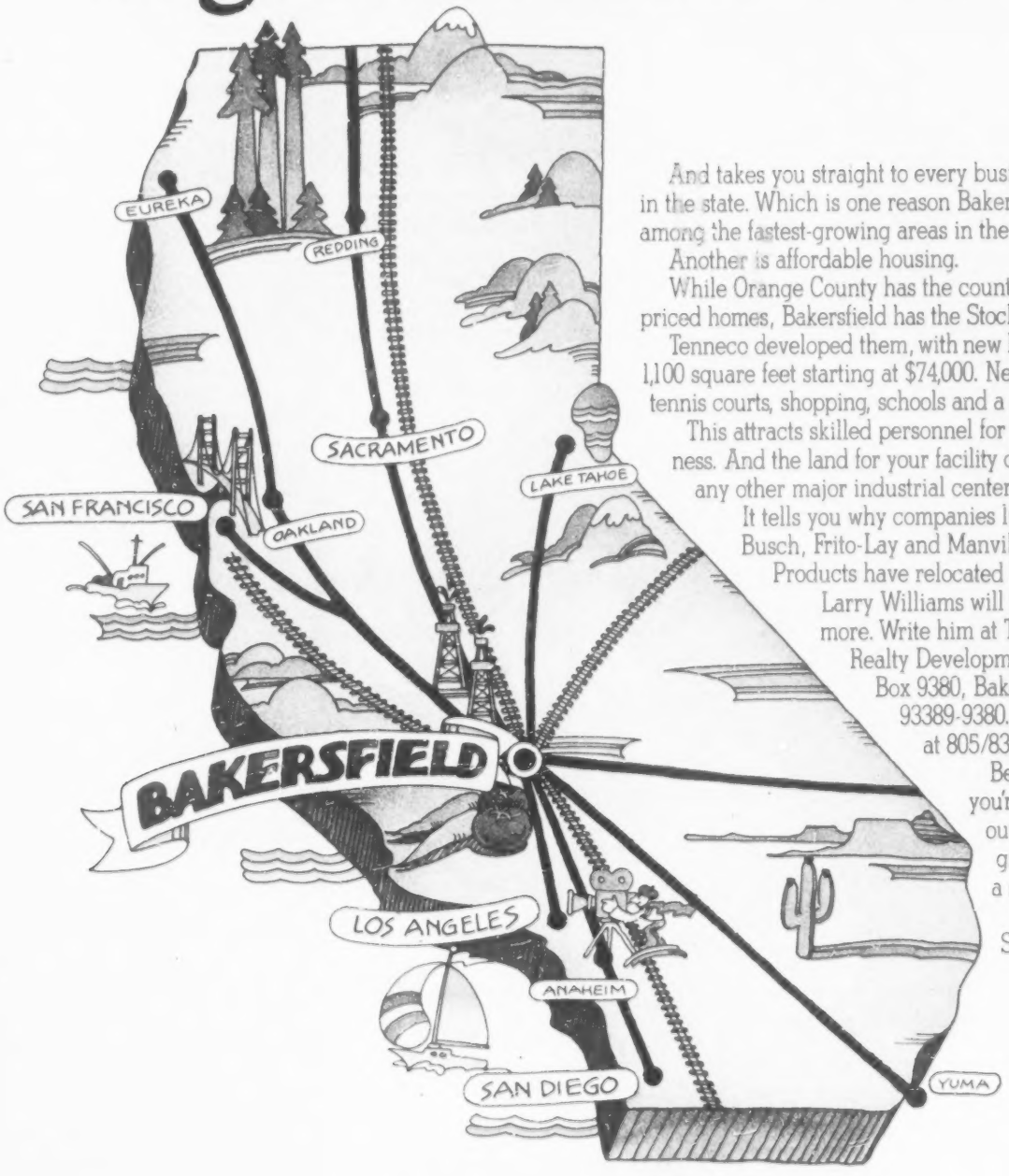

And takes you straight to every business center in the state. Which is one reason Bakersfield is among the fastest-growing areas in the west.

Another is affordable housing.

While Orange County has the country's highest-priced homes, Bakersfield has the Stockdale villages. Tenneco developed them, with new homes of over 1,100 square feet starting at $74,000. Near parks, tennis courts, shopping, schools and a state college.

This attracts skilled personnel for your business. And the land for your facility costs less than any other major industrial center in the state.

It tells you why companies like Anheuser-Busch, Frito-Lay and Manville Carton Products have relocated here.

Larry Williams will tell you more. Write him at Tenneco Realty Development Corp., Box 9380, Bakersfield, CA 93389-9380. Or call him at 805/835-6039.

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How site seekers rate communities

Area-development experts rank labor productivity at top of list of 24 factors

By Ted M. Levine

We have industrial buildings at 10 cents a square foot...strategic locations...31 of the FORTUNE 500 companies are here...free land...2% loans...$10,000 for each new job...opportunity zones, enterprise zones, profit zones.

As never before, America's site selectors are being seduced, but also confused, by an avalanche of claims and counterclaims, pledges, promises, and pronouncements by more than 10,000 economic development groups—including thousands of cities and towns.

In fact, according to *THE WALL STREET JOURNAL*, some of the more aggressive developers have even gone to the extent of offering to buy whole businesses in order to import their jobs, taxes, incomes, and skills!

How do you, as a plant locator or an adviser to a plant locator, bring order out of this kind of chaos? How do you rate a community for economic development purposes?

To dig out an answer to this question, we decided to go to the community developers themselves: 25 of them with more than four centuries of collective experience in development deals for thousands of new or expanding facilities.

We asked these professional developers, our jury of *PLANT LOCATION* experts, to rate 24 site-selection factors in importance relative to what the developers perceive that site-seekers are looking for—with each factor given a score of 1 (lowest) to 5. Then we asked them to comment, from their own experience, as to what they had found to be the major magnets in drawing facilities to their particular bailiwicks.

The scorecard rating of the 24 factors is presented in this article. But before rushing to the bottom line, it may be well to comment on the findings in the perspective of 25 years of our company's experience in working with close to 100 business-seeking communities ranging in population from a couple of thousand to several million people. First, we think it may be useful to divide our returns somewhat arbitrarily into four groups—which might be labeled *pivotal, vital, important, secondary*—and to comment briefly within each category.

Rankings. At the top, in the *pivotal* group, no factor scored a possible 100 but all rated over 80, in the following order:

1. Worker productivity, 86.

2. Receptivity to business and industry, 85.5.

3. Market access, 85.

4. Skilled/technical/professional workers, 82.

***Wilbur Shoup,** Dayton: "Capable labor force is No. 1 drawing card."*

5. Transportation access, 80.

As you can see, the old, standard considerations of labor (No. 1 and No. 4) and geographic location (Factors 3 and 5) continue to rate at or near tops. The new entry (No. 2)—which I suspect would have been down among the bottom factors ten or even five years ago—is a pro-business attitude, favorable and receptive to business and industry.

The message that would seem to come across to you as a *PLANT LOCATION* reader should be this: In rating a community, the first things to consider are where it is, who is there for potential staff, and whether you're wanted.

The *vital* factors, which include two ties, score from 73 to 79.75, as follows:

6. Living amenities, 79.75.

7. Market growth potential, 78.5.

8. Preference of company executive, 77.

9 & 10. Industrial buildings available, 74.75.

11 & 12. Water supply, 73.

11 & 12. Unskilled/semi-skilled workers, 73.

Comments: This list strongly suggests the rapid growth of quality-of-life factors—living amenities, preference of company executive—and building availability.

A real "sleeper" and relative surprise to me is water supply, which, from our experience, would not have shown up at all in any such a listing even a few years ago; this may foreshadow an increasing worry about America's natural resources, which were considered literally boundless up until only a short time ago.

The No. 7 ranking for market growth potential suggests to me the growing importance of smaller companies that tend to be more local-market-oriented. The relatively low ranking of unskilled/semi-skilled workers (11-12) as compared to skilled, technical, and professional workers (4) underlines how this country is rapidly substituting lively brain cells for bulging muscles.

So, once you've rated a community on location, attitude, and labor productivity, your interests should in many cases fan out to quality of life, building availability,

***Red Etheredge,** Alabama: "Non-union is becoming a dominant factor."*

and water supply as vital considerations.

Third-level factors, which we have rated *important*, encompass scores of between 69 and 72.5. The numbers are:

13. Proximity to services, 72.75.

14 & 15. Energy supplies, 72.

14 & 15. Attitude toward business and industry taxes, 72.

16. Energy costs, 71.25.

17 & 18. Raw materials, components, supplies accessibility, 69.

17 & 18. Waste-treatment facilities, 69.

The ranking of proximity to services is higher than we would have expected and may reflect the increasing complexity of business operations and probably the general trend from a blue- to a white-collar country and world. Energy supplies would also appear high in view of

---

Mr. Levine is president of Development Counsellors International, New York City.

the so-called energy glut; but it may also say that smart community developers are beginning to see that the almost total current moratorium nationally on utility construction could constitute a ticking time bomb for local economies.

The factors cited at this *important* level (energy costs, attitude toward business and industry taxes, resources accessibility, and waste-treatment facilities) would seem sensibly rated.

It should be noted that, while businessmen and the general public complain endlessly about taxes, they are well down on this survey's ranking—where, incidentally, we believe they ought to be.

Our final group of factors, which we have called *secondary*, range from 55 to 68 out of a possible 100 points and encompass:

19. Cost of property and construction, 68.

20. Personal income tax structure, 65.75.

21. Attitudes on environmental control, 63.

22. Financial health of region, 59.75.

23. Financial incentives, 59.5.

24. Proximity to other company facilities, 55.

Most of these seem to signal how quickly the facilities management and plant location games are changing. Despite all the hoopla about personal income tax rates and financial incentives, these are in fact rated at No. 20 and No. 23—close to the bottom of our list. The ranking of attitudes on environmental control, at 17, is very low—especially in the perspective of only a dozen years ago, when an area's striving for environmental excellence was supposed to be incompatible with economic development.

A summary comment on the bottom half of our rating factors (13-24): We seem to be getting "back to basics." Except as they may help to demonstrate a positive community attitude toward, and enthusiastic welcome for, new enterprises, the "man-made" factors of tax gimmicks, giveaways, and other widely touted incentives rank well below the old-fashioned site considerations of where it is, who and what are there, and whether it is pleasant to live there.

Individual comments. In many ways, the comments by our expert respondents are as interesting as their point scores.

Not surprisingly, availability and productivity of labor receive heavy commentary. Here is an example, from **Wilbur Shoup,** vice-president of Dayton [Ohio] Power & Light: "It has been our experience that companies will view the availability of a capable labor force as the No. 1 drawing card for an area. In our economy, an area's human resources are evaluated in the same terms as physical resources."

Labor productivity was indeed rated tops, as we have seen. Some respondents emphasized freedom from unionization as a key component of such productivity. A typical comment came from **Jim Threatte,** executive director, Clarendon County [S.C.] Development Board:

"Companies locating in a rural area such as ours are looking for a competitive edge in the labor force. They want to know if they can get good workers for lower wages than they are paying. They are concerned about unionization of the work force and whether our training programs can meet their deadlines."

Even more outspoken on this point is **Red Etheredge,** director of the Alabama Development Office: "More than 90% of our manufacturing company prospects legitimately specify as a requirement 'the ability to operate non-union as long as possible.' The degree to which this is a dominant factor varies. However, 'non-union' is becoming a more and more dominant factor."

On the No. 2 item of importance—community attitude—several of our location jurists were outspoken. The comment of **Carroll Knicely,** Secretary of Commerce for the State of Kentucky, is typical: "One very strong impact on industrial location and/or expansion is the reflected community attitude and the sense of community cooperation between local government entities and the private sector. Industrial clients can readily sense any hint of divisiveness and are reluctant to inject a new operation into an unhealthy local situation.

"The ability of communities to bring into play all of the required resource people and to give appropriate answers to industrial needs quickly, completely, and accurately also plays a vital role in locating industrial clients."

Quality of life. The relatively new "quality of life" considerations were emphasized by some developers. Another Kentuckian is one of them—**Jim Roberson**, president of the Louisville Chamber of Commerce: "Quality of life is more important today than ever before. Education, recreation, housing, and access to cultural events and activities are the norm in today's business environment. A person is now available on the Louisville Chamber staff to assist newcomers and new businesses with their educational need."

Also playing that tune is **Marc Jordan,** president of the Raleigh [N.C.] Chamber of Commerce: "Intangible factors relating to quality of life are becoming more important. They relate to the ability of the community both to attract and to retain employees. Personal factors such as education (elementary, secondary, and university); climate; cultural and recreational opportunities; cost of living; and housing availability and cost are all important."

Other panelists plunked hard for a variety of factors on our list. For example, **Robert Y. Bowman,** who directs the Regional Partnership of Roanoke Valley, Va., voted for availability of buildings: "The availability of existing buildings is certainly one of the most important resources for attracting prospect inquiries. In Virginia, this importance was underscored by the results of a recent Virginia Economic Developers Association survey. Forty-four economic development

Carroll Knicely, *Kentucky: "Community attitude" has an important impact.*

Marc Jordan, *Raleigh, N.C.: "Intangible factors are becoming more important."*

Jim Roberson, *Louisville: "Quality of life is more important today than ever before."*

Bill Laubemds, *Michigan: "Simplicity of access to usable, updated information."*

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***Ben Haskew,** Spartanburg, S.C.: "Priorities are based on profitability."*

***Richard Knowlton,** Binghamton, N.Y.: "The site selection process is one of elimination."*

***Wally Lee,** Mobile, Ala.: "The pivotal point is cost of doing business."*

entities that responded reported that 64% of their inquirers were looking for existing buildings. Individual reports showed figures as high as 80%."

Or, here is **Bill Laubernds,** president of the Chippewa County [Mich.] Economic Development Corp., nominating his top factor: simplicity of access by site seekers to usable and updated information. "Our corporation," he explains, "is set up to run as a private business; industry can deal with one agency, providing a data base that includes a community profile; labor characteristics; complete plant facilitation, including low leasing rates; financing utilizing local, state, and federal programs; and labor training."

Selecting priorities. The greatest number of comments in our survey focussed on the plausible need for flexibility by *PLANT LOCATION* readers to condition his particular rating of each community on his own very special and very different needs. Here are some ways this laudable point was registered:

By **Ben Haskew,** executive vice president, Spartanburg [S.C.] Area Chamber of Commerce—"While all factors are important, many prospects rank the factors in different orders of priority. The good economic developer works to understand this priority order and deals straightforwardly with those items first. Usually, these are the items that have the most direct impact on the company's profitability."

By **Edward Schecter,** executive director, Greater Wilkes-Barre [Pa.] Committee for Economic Growth—"It is most important to be able to understand the client's needs, evaluate his priorities, and adapt to meet his requirements. This is a difficult task requiring a substantial commitment for personal contact, research, and creative marketing."

Michael B. McCain, executive director, Gadsden Etowah County [Ala.] Industrial Development Authority—"It's difficult—if not impossible—to generalize a ranking of site-selection factors in terms of importance and to apply the conclusions accurately to a particular corporate evaluation of a community. These factors vary in priority industry-by-industry, as well as by individual cases."

Richard Knowlton, industrial development director of New York State Electric & Gas (Binghamton) makes a related but even more sophisticated point by noting the dynamics of site selection by which the less important points, viewed statistically, can become more important as part of a dynamic process: "The site-selection process is one of elimination; therefore, each item listed becomes critical in its own time....As the elimination process takes place, communities that are not eliminated are compared against secondary and tertiary criteria until, in the end, three to five final locations remain—all being essentially equal. That is why governmental agencies often make policy decisions based on false assumptions. The truth is that each item is crucial when compared to the competing locations."

Boiling it all down. Perhaps the most innovative of all our panelists, **Wally Lee,** president of the Mobile [Ala.] Chamber of Commerce, reduces all 20 of our rating points down to one:

"Without a doubt, in each project that I have been involved with over the years in Chamber of Commerce management, the pivotal point that each industry took into consideration when selecting a community for an expansion was the cost of doing business in that community as compared to another community. Industries locate or re-locate for one reason—profit. Each community must make sure that the cost of utilities, labor, etc., are competitive with surrounding cities."

My hope is that the rating scale tool provided by this article can help you achieve that single goal—a better profit line!□

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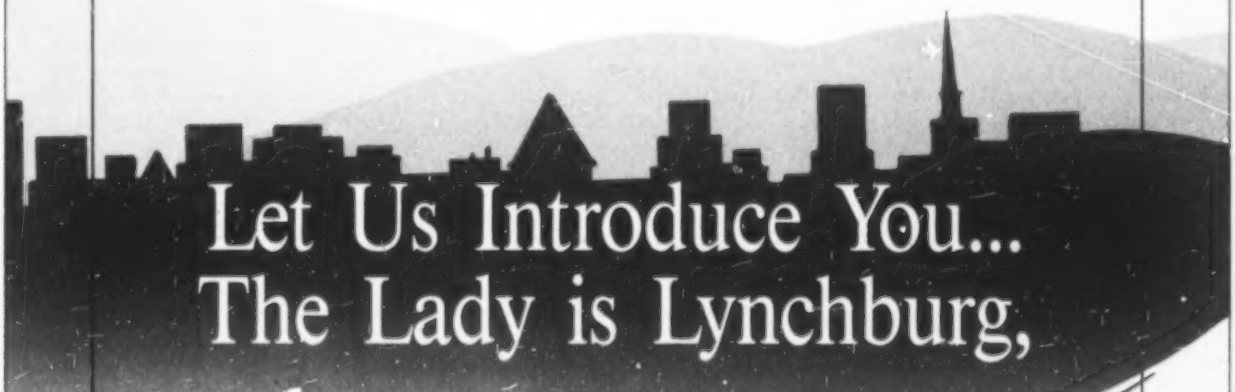

Let Us Introduce You... The Lady is Lynchburg,

rounded like the hills of the Virginia Piedmont, and two centuries young this year.

She knows how to make a company feel at home. Hers is hospitality of the practical kind, which makes it easy for incoming industry to find a site, secure vital services, and build.

Now the good news: she knows her work force comes from one of the best public school systems in the state, starting in primary grades and going right through community college. Not to mention the area's four accredited private colleges.

She knows also that superior training leads to job satisfaction. Lynchburg's absenteeism is remarkably low, productivity high. And although nearly forty percent of the work force is in manufacturing, nine out of ten workers do not belong to a union.

This lady wants more of what she already has: thousands of corporate citizens who are glad they came, who found Lynchburg hospitable to their interest.

AND they're looking forward to an even brighter future.

AND they're striving to make this lady even greater than she already is.

AND they're staking their reputation on hers.

For a comprehensive data book or video tape about this manufacturing city, located by the James River in Central Virginia, write or call:

V. Lee Cobb, Director • Office of Economic Development
P. O. Box 60 • Lynchburg, Virginia 24505 • (804) 847-1732

Circle 39 on Brochure Service Card

A relocation doesn't have to be chaotic

Plan ahead , budget expenses carefully, and seek the advice of experts

by Esther F. Solin

If any of the following situations rings a responsive chord, you are probably about to embark on the complicated, chaotic process of relocating your facility.

- Your largest customer has expressed extreme confidence in your product and is placing their largest order, which must be serviced over the next three years.
- Your entire facility is overcrowded, and the conditions are starting to infringe on manufacturing and personnel productivity.
- The new president of your c is an avid sailor, and the plant is inland.
- You are currently leasing your entire facility, and the term is up in one year.

These examples illustrate that a major move is frequently triggered for all the wrong reasons. Rather than a well-organized move, companies from the smallest manufacturing facilities to the largest corporate headquarters neglect to plan ahead for a relocation.

Yearly evaluation. When should a company begin its evaluation of space needs and relocation costs? It should be a yearly, routine event. The first year will create the template, which will then simplify the process in following years.

While there is no magic formula for this evaluation process—each company has its own indigenous needs to be met—the following should provide some guidelines.

(1) *Examine your present space needs*. Objectively look at your facility and interview management and superintendents. Most department heads are specific about their needs, and complaints are quick to surface. A yearly questionnaire might be an approach to trouble-shooting in this area.

(2) *Solicit advice from industrial and office space planners*. It is a good idea to establish a relationship with qualified planners such as architects and interior design professionals. They will then become familiar with your facility, and, in the event of a move, you will have most of your relocation team in place.

(3) *Solicit advice from qualified real estate brokers and site specialists*. Real estate agents and site location specialists (i.e., an in-house facility manager or the above-mentioned space planner) should also be part of your evaluation team. They will aid in evaluating your needs. More importantly, they can advise you on the cost of space to rent or buy.

(4) *Consult with general contractors*. Become conversant with construction costs. Whether you are faced with building a new facility or renovating an existing one, there is a per-square-foot dollar that can be assigned.

(5) *Consult with a relocation specialist*. The ramifications of moving are staggering, and you should be aware of all the parameters. A relocation expert will point out the complexities and costs, from moving your most complicated computer system to moving the water cooler.

Budgeting. The professionals mentioned in the above steps—space planners, real state advisors, construction specialists, and relocation experts—would comprise your outside relocation team. This team would be the resource for the final step in a yearly evaluation: Determining a budget.

The team's final report to you would include strategies and methodologies for effecting the move. However, the total cost of the project will hinge on whether you will be restructuring internally, leasing (renovating, interior, and relocating costs should be included), or purchasing or building a new facility (relocating costs should again be included).

While each relocation alternative is different in terms of costs, there are some common denomenators. Your team of specialists will provide you with details and costs; still, it is helpful to make your own list and see how the team fills in the financial blanks.

The following list is by no means complete, but it can be used as a roadmap in guiding you through this financially staggering operation.

(1) *Architects, industrial designers, and space-planners fees*. These fees are frequently a function of the total cost of the project. If possible, establish a price up front with them, because construction costs often surpass the initial estimates.

(2) *Lease or purchase price*. These are probably two of the few fixed numbers you will be faced with. Once the term of the lease is established with escalations and rent credits, or once the price of the facility is set, then the amounts become mathematical realities to be factored into your business costs.

(3) *Exterior construction cost*. This varies based on the ultimate product and image required. A cinderblock manufacturing plant will not require the aesthetics of an urban financial center. Be very clear with your designers about function—they are always creative and brilliant but sometimes less than practical.

(4) *Interior renovation cost*. Here keep in mind that this list is still very broad. As you progress with the project, each area will become more detailed. The interior installation will have such items to consider as:

- open landscape systems versus low dry wall partitions;
- carpeting versus tiling;
- a computer room with or without a halon system;
- a full kitchen versus Dwyer (compact sink, stove, and refrigerator) units;
- custom furnishing versus electrostatic spraying of existing metal furniture;
- the type of security system; and
- the telecommunications system.

Add to this list any renovations that relate to your specific needs (additional HVAC ceiling height requirements, etc).

(5) *Equipment upgrade expense*. A move usually inspires management to invest in manufacturing and office equipment upgrades. If enough of this equipment is upgraded, it will obviously have a profound effect on overall budgeting.

Remember that lease payments frequently lock you in with one manufacturer, and, should you decide to switch vendors, you may pay a penalty. Similarly, changing vendors in such areas as word processing causes additional considerations for the electricians during installation. For example, some vendors

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Ms. Solin is president of Relocation Management Systems, Inc., a relocation coordination and implementation firm in New York City.

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specify the required cabling, while others insist on supplying it themselves. These details often surface late in the project causing delays that could have been avoided.

(6) *Systems and operations reevaluation costs.* Just as equipment upgrades should be considered, so should other systems come under close scrutiny. For example, packing files into storage or converting them to less-costly in-house space through microfiche could be solutions for files currently kept in-bulk on-site.

(7) *Moving expenses.* The days of moving in a van with the help of some friends are over. Instead, a team of movers must be assembled for moving the following:

- Office equipment—Each piece of equipment, from the smallest copier to the largest computer, must be researched for disassembly, move, and reassembly procedures. As mentioned, in some cases only the vendor can move the equipment. In almost all cases, be preapred for a costly hourly figure for skilled service personnel to do this work.
- Furniture and files—It is possible that the movers of your large equipment can also handle desks and files. If not, you should get bids from at least five appropriate movers. Beware of unusually low estimates and check references.
- Steel shelving—If you have a great deal of steel shelving, cost-compare the purchase cost of new shelving against the cost of moving existing shelving. The extraordinary costs of labor can make it less expensive to install a new system than to disassemble, move, and reassemble the old steel.
- Production-line equipment—Work closely with the suppliers of this equipment to map out the strategies of the move. The type of equipment involved will determine the complexity.

The move. When, after evaluating your requirements, you determine a move is necessary, you will have already done much of the leg work through the above evaluations. However, here are some hints for putting it all together:

(1) *Assemble the final outside relocation team.* The team of experts who have been assessing your needs and providing budget data can be the team that effects the relocation. Be sure to interview extensively, though, before making the final selections. Most commercial brokers are capable of locating any facility. However, if you are a textile manufacturer, for example, try to find a broker who has located this type of facility in the past. The same is true for your architects and designers—they are all unquestionably skilled, but those with experience with your type of facility will do the best job.

(2) *Assemble an in-house relocation team.* Pull together an inside team of represenatives to meet regularly and carry out the phases of the move. If your facility is small, only two or three people will be needed.

(3) *Plan the move.* There are excellent programs that run on most office computers and can form the basis for your move schedule. Select an appropriate project planning program and work backward from your move-in date to the present.

To summarize, plan ahead for your relocation. Evaluate your in-house space needs. Assemble a team of specialists, including space planners, real estate advisors, construction specialists, and relocation experts. Determine the budget and apply it to your business plans.

Then, decide whether or not to move. If a move is necessary, assemble your inside and outside relocation teams, and you're on your way to your new facility.□

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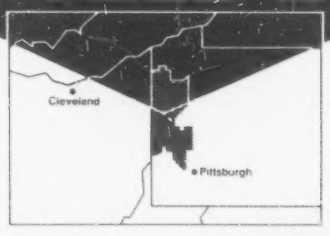

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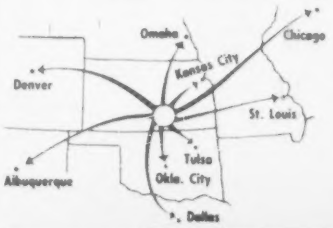

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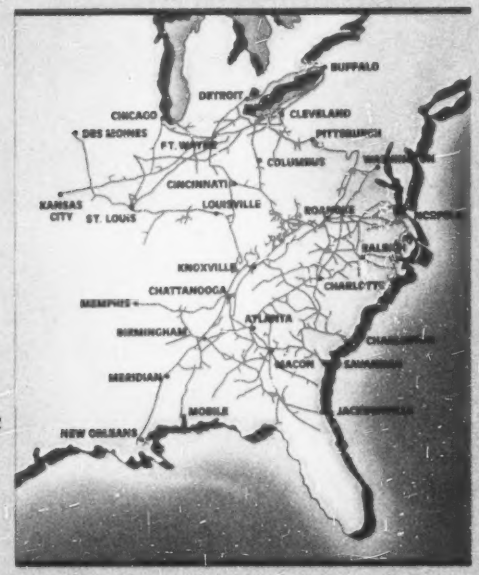

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The architect's role in a relocation

by James Andrew Carr, AIA, and Jeffrey Oppenheimer

Your company is planning to move into either a new or an older building, and you are in charge of the relocation. One of your first thoughts should be of employing an architectural interior design firm. The following explains the professional services the design firm can provide your company to achieve a smooth, successful relocation.

The first step in selecting an architectural firm is to interview several firms that specialize in interior design. Meet with the partners and other key people and evaluate their design principles, philosophy, and integrity, as well as their concern for budgets, schedules, and design quality. Ask the firms to use audiovisual aids to show examples of their work that approximate the requirements of your company. If there is time, visit a few projects completed by these firms to check the quality of the work and how they solved the design problems.

After narrowing the field through interviews, request proposals from two or three firms outlining their design services and their fee structure. The scope of the project and the services required will determine the accuracy of these proposals.

When choosing between firms, examine the age and history of the firms, their knowledge of the specific project type, and their reputation in the community and the profession. References should be requested and checked for this purpose.

During the interviews, request to have the key people who will work on your project present—you should feel comfortable with your design team. Also, make sure the team you meet in the beginning is the same team that will be there at the end of the project. In this way communication will be maintained throughout.

Facilities programming. After retaining the design firm, the next step is to determine the amount of office space required for present and future needs. This analysis is important—if it's not done properly, the amount of rented space could be too large, meaning a greater rental fee and wasted company funds. If too little office space is leased, production efficiency and traffic patterns could be affected, and it could mean acquiring more office space or making another move later on.

Determining office space requirements is done by the design firm through facilities programming, information gathering, and interpretation of the results. Your key company executives should be interviewed concerning space and personnel requirements, desires for flexibility, future expansion, group relationships, and equipment and furnishings needs. In addition, such special facilities as computers, communication equipment, security, employee cafeterias, central filing systems, library space, audiovisual needs, word processing, and various sizes and furnishings standards for offices, work stations, and steno areas, etc., should be researched. This square-foot total would then be applied to the departmental space for use in finding the company's total space needs.

An important result of facilities programming is establishing the ideal vertical and horizontal departmental adjacencies. Block layouts should be prepared to show the size and space relationships between departments to determine efficient use of the space.

Buildings study analysis. Once information on the total usable square footage is available, real estate brokers can present your company with properties that meet your space needs. After selecting the properties that seem appropriate, the design firm and consulting engineers should review each one with regard to function, amenities, floor size, and layout efficiency, as well as structural, mechanical, and electrical characteristics.

In addition, base rental costs should be

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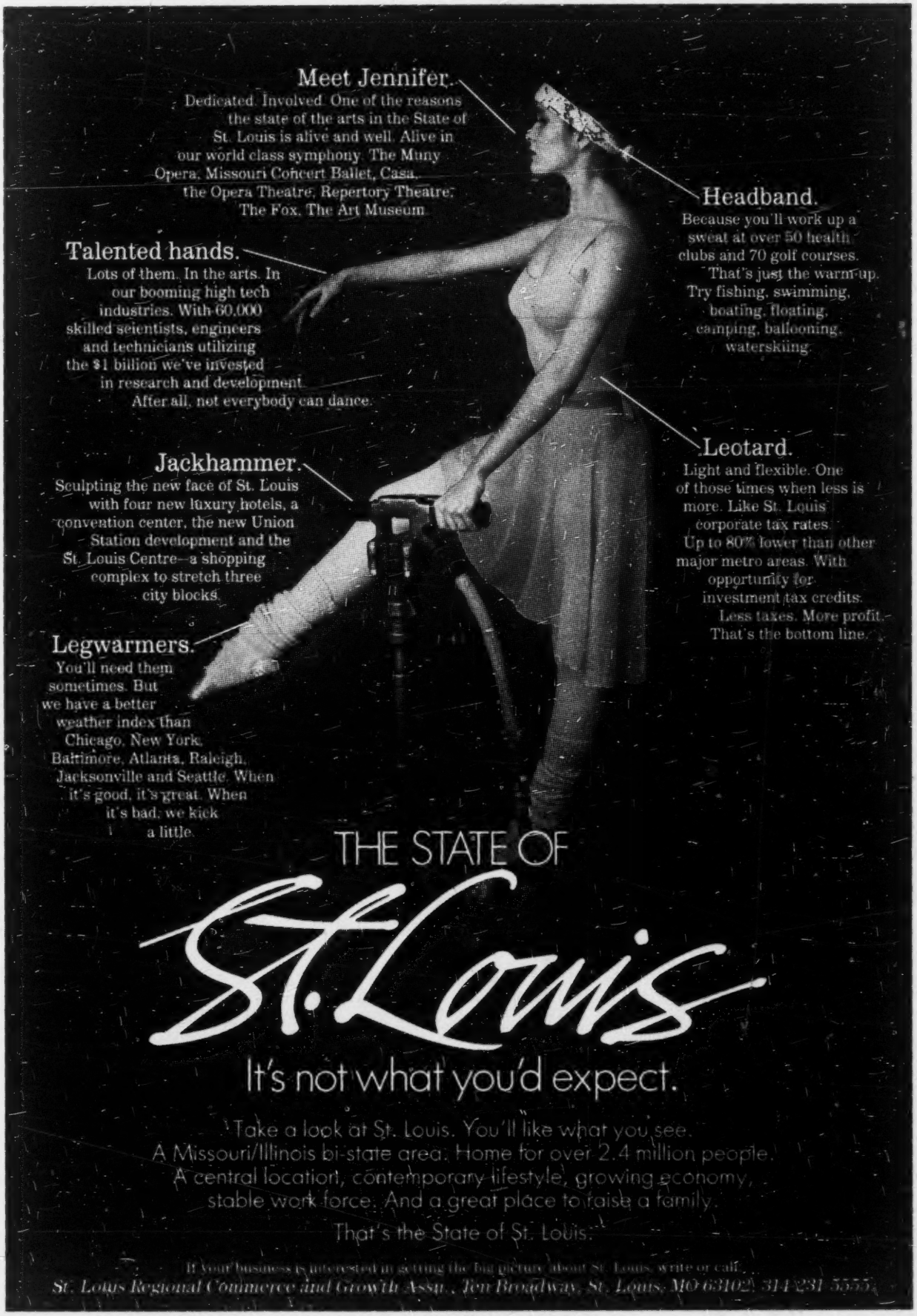
Mr. Oppenheimer is director of marketing for J. Gordon Carr. He is a graduate of Fordham University with a Masters of Business Administration degree and received his Bachelor of the Arts degree from the City University of New York.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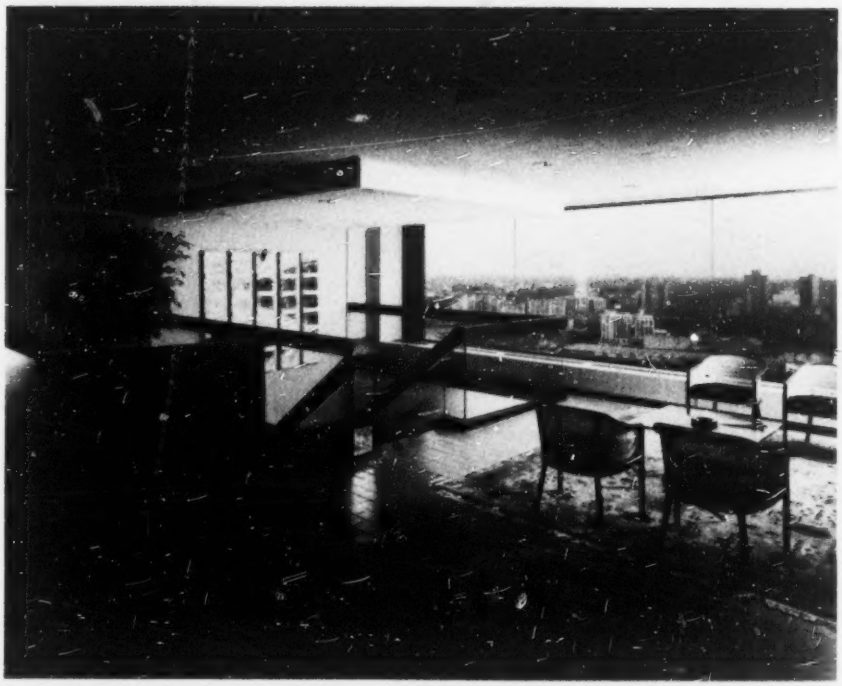

In the design phase of a relocation, your facility's "look" is decided on. A transitional setting—part traditional and part contemporary—is pictured above.

looked at with the understanding that any modifications to the building's structural system (e.g., additional stairs, elevators, vertical conveyors, or HVAC) will increase the net cost. In some cases additions or changes cannot be made without incurring excessive costs because of the age, design, or location of the building.

Lease work letter. During the lease negotiation, it is important that the design firm be competent in analysing the lease "work letter," which spells out the quantity and quality of installation items and services to be supplied by the landlord. These items and services will vary depending upon rental market conditions.

In new buildings the landlord generally requires that the tenants use the building contractor and offers a package of "building-standard" items. If your requirements differ from what is offered, it should be determined what substitutions may be made, their appropriate dollar value, and whether the contractor's terms for the possible additional "tenant work" are in accordance with pricing practices in the industry.

Older buildings often do not have an on-the-job contractor and may offer a less extensive list of building-standard items. This may allow for custom installation by the tenant with a greater reliance on the dollar value of the substitutions offered by the landlord.

Planning and design. In this phase of the project, the design firm should review present operations, possible problem areas, and background information gathered during the facilities programming stage, especially regarding office standards and adjacencies. Block layout and stacking diagrams should be developed to show partition locations and furniture components. Once these positions have been established, all elevations and perspective studies can be developed to examine the spatial characteristics.

When the preliminary design plans have been approved and signed, your company's desire for a traditional, contemporary, or transitional look, the effects of various types of lighting, special items such as built-in furniture and equipment, and selections of wall finishes and fabrics should be researched.

Another decorating service offered by design firms is a survey of all existing furniture and equipment—the types, colors, and condition—to recommend reuse. There would be interviews with your company for new furniture requirements. All materials, finishes, furniture, and equipment would then be presented, along with a budget for approval. Once the budget is approved, the design firm would send out bidding and procurement information to vendors for pricing. The vendors' bids would then be reviewed for compliance with specifications, and recommendations would be made on the award of contracts. Finally, delivery and installation schedules would be coordinated with the move-in plans.

Working drawings. Before work can begin, the contractor for the project will need plans and specifications. The design firm develops these "working drawings," which encompass new partition layouts, lighting, and electrical and telephone facilites for all construction work. These drawings and written specifications define what the contractor is to build and so must be comprehensive and specific. If they aren't, the project may be built to a lower quality than expected and/or may require expensive extras to provide for missing parts, causing budgets and schedules to be exceeded. All drawings by professional engineers for heating, air conditioning, electricity, plumbing, and structural work would be incorporated into the final plans and then prepared for filing with the local building department.

Construction administration. The design firm can be helpful in this, the last phase of the project. They can recommend construction companies whose work and prices are appropriate for the project, and they can assist in the analysis of the various bids and with the selection process. After a construction company has been chosen and a contract has been agreed to, a construction schedule is established.

Periodic job meetings should be held with the contractor to review progress and problem areas. Shop drawings for such special items as decorative woodwork and marble or unusual equipment would be processed for approval. Periodic field meetings and inspections of the contractor's work would be made to assure compliance with the design intent of the specifications. Meeting reports would be sent to your company on progress made, on problems encountered, and on updated costs and schedules. The architect would also review and approve the contractor's invoices and issue change work orders as required.

When the construction is complete, a list of incomplete items or items requiring corrective work would be prepared for follow up.

Most people spend approximately 50% of their active time working, and they should be happy and inspired. Certainly their work environment should contribute to this.

When choosing the right design firm, take into account the many factors presented in this article. Find a firm that has a high regard for the needs of the employees and that your company can work with as a team. In this way will you insure that your new facility is a success.□

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Planning a facility the right way

Evaluation, attention to detail, careful documentation, and a back-to-basics approach are the keys

by Alan C. Kolz

Planning a facility is like planning a vacation: You have to decide where you want to go, how you want to get there, what you want the trip to accomplish, and how much it will cost.

And, just as the simple endeavor of planning a vacation requires detailed information, planning, and an organized intelligent decision-making process, so is the same true in planning a facility.

Certain back-to-basic questions need to be answered objectively at the outset of facility planning. What direction is your business heading in? What do your executives want in a new facility? And, what does the business need in a new facility? When answering these questions, include all the desireables you can think of: it is easier to delete than to add during the planning phase.

At the outset, the type of structure you're looking for is totally immaterial. Rather, look at your needs from a functional point of view before any site or structure evaluation is made. Until you delineate your physical and functional needs, you can't make any decisions nor can you identify your options or alternative courses of action.

Evaluation. Let's talk about the mechanics of the situation. Two steps should be taken to evaluate your facility requirements.

- *Detail the physical aspects of your present facility.* Set to paper your current layout, noting the physical and functional attributes. Note what equipment you have and where it is. Finally, note what services are used and their locations.

Keep in mind here that the way your current plant operates may not be the most effective or the most efficient. Aisle widths, ceiling heights, walls or partitions, door sizes, power, service location and distribution, et al., should be evaluated.

- *Document the productivity of your facility.* Report on the efficiency of each machine and work station, making sure to note the actual daily output and not just what is planned or expected. At this time also evaluate your work-in-progress inventory situation.

Remember in these evaluations that the emphasis needs to be placed on detailed, complete, and accurate documentation. The reason for this is that no matter how well you think you know your operation, you are too close to it on a daily basis to identify problem situations. Planning a new facility is the perfect time to cure the ills that operating personnel have been forced to live with.

Once your current situation is documented and the analyses are completed, you are in a position to knowledgeably set forth space requirements by function and item. In a new facility you have the opportunity to gain perfection; to build the facility around your process. In effect you custom build to suit the purpose, needs, and budget of your company.

Cost considerations. When you're ready to choose a new facility, the bywords are value received for dollar paid. Too often the initial purchase price of the site or building is so enticing that executives do not evaluate the total cost of that purchase *and* the cost to build or renovate.

To avoid confusion, look at the basics involved in the building cost. Does the total only include the cost of purchasing the facility? Or does it only include the cost of building the facility? Remember, site work, utilities, construction, design, studies, information gathering, shared-work responsibilities, approvals, permits, new-process equipment, new physical plant equipment, moving, installation, engineering work, etc., can all be a part of bids and quotations.

Renovation. Rather than considering planning a new facility from the ground up, there may be economic and time-frame advantages in considering renovating or modifying an existing structure.

Keep in mind that in a renovation, facilities expand internally as best they can under the physical capabilities and limitations of the structure. Although the design is not as flexible, the same basic goals can be achieved.

The option of build-to-suit versus renovate-to-suit can depend on several factors:

- *Timing.* How much time do you have to vacate your existing premises? Is it enough time for quality design and construction?

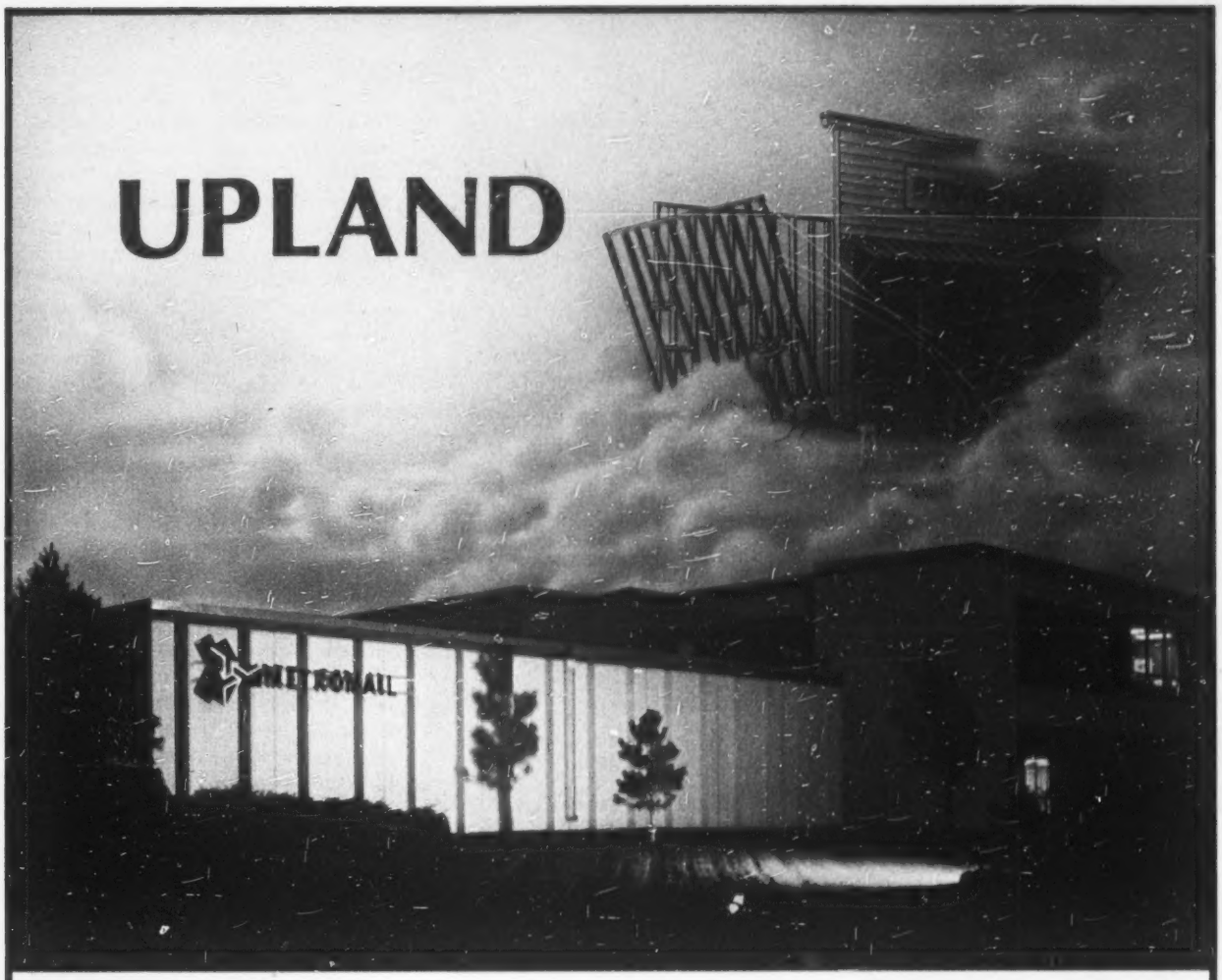
There are situations when a building under construction is situated in the chosen community. When considering this option, look at the extent of the construction and at your ability to incorporate new-owner specifications into the construction plan, design, and timetable before deciding.

- *Budget considerations.* In some cases it costs significantly less to renovate than to build new. Here, the major dependency is the condition of the target building, its previous usage, and the ability to have it modified. It can take more time, more money, and more design sacrifices to modify some building than others.
- *Company preferences.* Some companies want only new construction and a site that can be developed to suit its specific image and goals.

Build-to-suit or renovate-to-suite depends on the efficient matching of available buildings to the owner's needs, both physical and financial. There is no fixed formula: The final analysis consists of evaluating all the factors and looking at the trade-offs.

In summary, a successfully planned facility depends on planning, detailed documentation, accuracy of information, and coordination of all the disciplines involved. It will be the result of constant and unremitting attention to detail. There are no short cuts—a back-to-basics approach will provide the soundest results.□

Mr. Kolz has been an industrial consultant for the past 12 years. He has extensive experience in site selection, facility planning, and plant relocation and has an office in Asheville, N.C.



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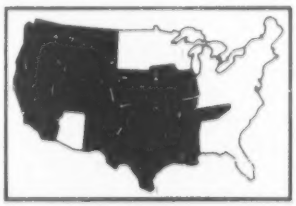

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Intermodalism and port development

The Port Authority of New York and New Jersey shows how they work together

When a developer spends millions to build industrial parks where many companies might fear to tread, strong incentives are needed to lure tenants.

This is especially true in port districts—areas once thought of as inhospitable to business and economically depressed. Port authorities are doing their best to dispel this myth by developing sites that offer financial advantages, attractive settings, and unique transportation capabilities.

The Port Authority of New York and New Jersey provides one example of what's being done by port authorities across the country, and it provides a case study for developers, municipalities, and site seekers alike in the role of transportation in commercial development.

The Authority recently set up its economic development department to offer direct financial participation, design and construction of buildings, management of projects, and leases with flexible terms to businesses. The centerpiece of this development effort is one of the best intermodal transportation infrastructures in the United States.

These incentives are used to lure businesses to "tough projects involving areas that are hard to market, problem real estate, and complex public issues," according to Phil LaRocco, the Port's director of economic development.

Businesses are responding; depressed areas are being revitalized. The Authority credits "intermodalism" as the primary reason: "Our intermodal capability makes these old areas work as industrial parks," says Roy T. Perez-Daple, manager of property negotiations and sales.

Intermodalism. The term intermodal, though a buzzword in transportation and distribution industries, may not be familiar to everyone. An intermodal shipment requires more than one means of transport from origin to destination; for example, the landing of container cargo at a marine facility and then its distribution to the interior by truck. Intermodalism, therefore, means the joining of multiple modes of transport in one location. This ability is particularly important to developers, who gain an advantage in being able to offer alternative transportation to business site seekers.

The Port Authority of New York and New Jersey offers all four "legs" of the intermodal scheme. Its *aviation* department manages LaGuardia, Newark International and Kennedy International airports, which account for more than 40% of the nation's air-cargo tonnage. The *port* department runs such facilities as the 2,200-acre Elizabeth-Port Newark complex that last year combined to handle a record 13.7 million long tons—46% of North Atlantic oceanborne general cargo and 10% of U.S. general cargo. *Rail* service to other regions is offered through Conrail, and *highways* link the Authority's industrial parks to these air, rail, and water facilities, as well as to interstate highways.

Financial assistance. By becoming a business partner in most cases, the Port Authority's economic development department attempts to tailor programs to a tenant's needs. Besides designing and building a structure according to a client's specifications, the department can provide prime-rate financing for construction and equipment. And it can let payments on loans and leases be stepped, ballooned, or tied to sales or production.

Though the Authority must eventually see a return on these investments, it can take a long-term view of how and when that happens. "We're involved from preparation of real estate to dealing with the marketplace," says LaRocco. "We act as patient bankers that are willing to share risks with customers."

With this patient-money approach, the Authority is active where private-sector interest is low. "We go where our involvement in solving a basic problem will make the region more competitive, where a public-private partnership results in a better product, where we can help others to help themselves, or where we can effectively market the region to potential investors," says LaRocco.

Add this willingness to share risk to

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market accessibility, says LaRocco, and you can go a long way to offset negative factors, such as high taxes and utility costs and the depressed surroundings of some of the industrial parks.

Industrial park development. Launched in 1978, the park program has produced results in the South Bronx and Yonkers, N.Y., and Elizabeth, N.J. Plans should be firm by late 1986 for parks in East Brooklyn and Newark. Together, they'll eventually account for at least 8,000 permanent jobs, many of them new. Other jobs are sprouting in nonpark sites promoted by the department.

With an investment of nearly $30 million, the Authority has transformed eight blighted Bronx blocks into the Bathgate Industrial Park, which will be the model for the Elizabeth and Yonkers projects. In an area once considered a classic example of urban devastation, Bathgate now claims seven tenants: a garment maker, a commercial printer, a hydroponic greenhouse, an aircraft components supplier, and manufacturers of generic drugs, custom picture frames, and computer-protocol devices.

A joint project of the Port Authority and New York City's Public Development Corporation, Bathgate lies near a major interchange of the Cross-Bronx Expressway (I-95). The 21.5-acre park has access to all airports, rail and water facilities, and truck routes running south to New Jersey and north to New England.

The 90-acre Elizabeth park, formerly a landfill used by municipalities and private carters for waste disposal, required the Authority to lay out $7 million for an environmental mitigation system.

The park holds true intermodal potential, lying along Conrail's main line, which runs parallel to the New Jersey Turnpike, which in turn is the western boundary of Newark International Airport. Immediately northeast of the park are the Port Newark/Elizabeth marine facilities, including the world's largest container port.

Adding further attraction are the benefits of being part of the largest authorized foreign trade zone in the U.S., No. 49, established in 1979.

As plans for the Elizabeth and Bathgate parks were taking shape, the Port Authority announced in late 1984 the start of the Yonkers project, which may become a park specializing in companies related to transportation, providing a developmental example of transportation as substance, as well as structure.

The central-Yonkers site lies just east of a Conrail main line and the Metropolitan Transportation Authority's Hudson Division commuter line and less than a mile from the Hudson River.

The first major tenant is a joint manufacturer of cars for the Port Authority's Trans-Hudson (PATH) commuter system, Nissho Iwai American Corporation and Kawasaki Heavy Industries.

The cars will cost about $1 million apiece, a higher price tag than if they were built in Japan. But, said Peter C. Goldmark, Jr., Port Authority executive director, in a November 1984 announcement, "any extra costs which may be incurred to have the cars manufactured here are far outweighed by the economic benefits the activity will bring to us."

This was the first time a major procurement contract was linked to economic development in the region. The Port Authority required companies responding to its request for proposals to ensure that virtually the entire manufacturing process would occur within the port district.

Port improvements. While Port Authority economic development people work on the parks, staff in other departments are working on transport improvements. Major examples include a new automated cargo-processing system at Kennedy airport, including U.S. Customs' automated customs clearance enforcement technique (ACCEPT), which is operating at eight major Kennedy cargo terminals and accomplishing a 65% reduction in physical inspections. Expected by early 1988 are new modes of broker interface and inventory control in an Air Cargo Fast Flow system that will allow a virtually paperless air-cargo environment.

Other air improvements on the way include new cargo terminals at Kennedy and Newark airports; a new air-cargo services building at Kennedy; a new Federal Express package-sort facility at Newark; and a new foreign trade zone at Newark International (Kennedy gained this status in 1983).

On the marine end, the Authority is investing up to $430 million to modernize and expand port terminals and to deepen channels for larger container vessels.

The Authority is also participating with New York City and the State of New Jersey in a $150,000 assessment of the waterfront needs of companies providing maritime support services in New York harbor.

Shippers' agent status has been obtained by the Authority to consolidate container loans for movement in Conrail doublestack trains to Chicago, from where the containers continue west in stack trains of other railroads. This is part of a strategy to make New York/New Jersey the major load center on the East Coast.

As the Port Authority of New York and New Jersey illustrates, a port district is no longer a wasteland for development. Port authorities are now active in pursuing businesses, and in the process depressed regions are being revitalized.

Intermodal transportation is the drawing card. Shipping and rail facilities, combined with interstate highways, offer port authorities lures to business. This, in turn, offers site seekers new considerations.□

Other Port Developments

The Port Authority of New York/New Jersey is not the only developer investing in the upgrading of its facilities while hoping to draw attendant business development. Site seekers concerned with their transportational requirements can look at the following developments, among others, for plant and business location assistance, as well as improved shipping opportunities.

Virginia Port Authority: Recent installation of time- and paper-saving customs clearance—automated commercial system (ACS)—at Hampton Roads. Planned interstate link to Newport News.

Georgia Ports Authority: Regular overnight piggy-back container service between Savannah and Atlanta recently established.

Jacksonville (FL) Port Authority: Major container- and noncontainer-related expansion of Blount Island Terminal is planned.

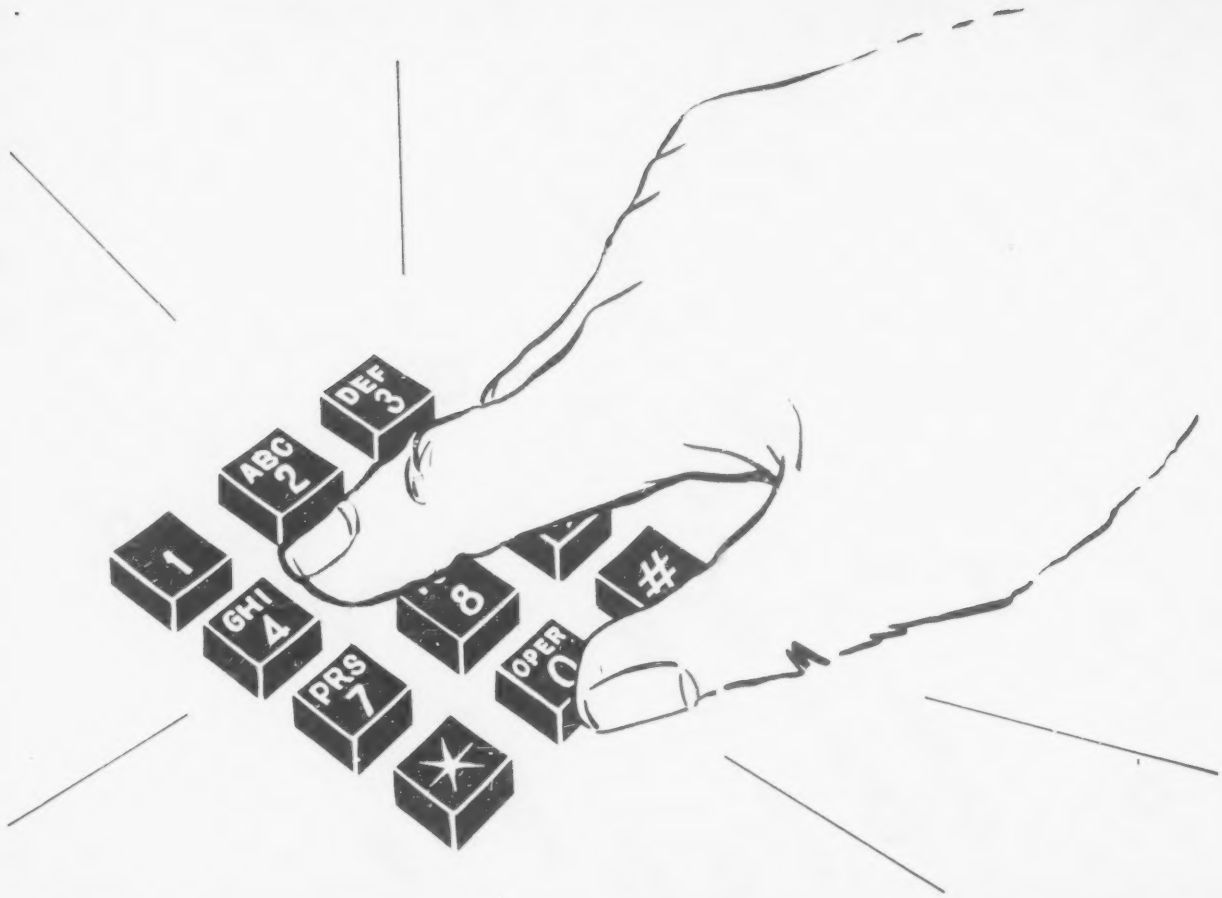
Port of Mobile, AL: 1985 opening of Tennessee-Tombigbee Waterway has prompted $250-million investment in cargo-handling facilities.

Ports Association of Louisiana: Ongoing $300-million program to modernize and automate facilities in New Orleans.

Port of Los Angeles, CA: Recent installation of ACS. Planned five-year, $500-million expansion of Wilmington and Terminal Island facilities.

Port Authority of the City of St. Paul, MN: St. Paul Energy Park, nearing completion, combines access to transportation facilities with unique energy efficiencies to reduce operating costs resulting from climatic extremes.

Port of Portland, OR: Planned upgrading of bulk cargo facility and of supporting rail system, as well as $40-million bond issue for rehab of Terminal 2.



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24 Wolcott Hill Rd.
Wethersfield, CT 06109
203/566-3477

Connecticut Dept. of Transportation
Joseph P. Trantino,
Dpty. Trans. Cmsr.
Bureau of Waterways
State Pier
New London, CT 06320
203/443-3856 or 566-7635

MAINE

Maine Dept. of Transportation
Dana F. Connors, Cmsr.
State Office Bldg.
Augusta, ME 04330
207/289-2551

Div. of Ports & Marine Transportation
Robert D. Elder, Div. Dir.
Transportation Bldg.
State House Station 16
Augusta, ME 04330
207/289-2841

MASSACHUSETTS

Massachusetts Port Authority
David W. Davis, Exec. Dir.
Ten Park Plaza
Boston, MA 02116
617/973-5500

Fall River Port Authority
William J. Torpey, Gen. Mgr.
State Pier, Water St.
Fall River, MA 02721
617/674-5707

NEW HAMPSHIRE

New Hampshire State Port Authority
George E. Smith, Jr., Dir.
P.O. Box 506, 555 Market St.
Portsmouth, NH 03801
603/436-8500 or 436-8529

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Dpty. Port Dir.
Marine Terminal Bldg.
Municipal Wharf
Providence, RI 02905
401/781-4717

Rhode Island Port Authority & Econ. Dev. Corp.
Norton L. Berman, Exec. Dir.
7 Jackson Walkway
Providence, RI 02903
401/277-2601

MID-ATLANTIC

NEW JERSEY

Delaware River Port Authority
James R. Kelly, Pres.
Bridge Plaza
Camden, NJ 08101
609/963-6420 or 215/925-8780

South Jersey Port Corp.
Robert L. Pettegrew, Exec. Dir.
2500 Broadway, P.O. Box 129
Camden, NJ 08104
609/541-8500 or 215/923-6294

NEW YORK

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Albany, NY 12202
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Niagara Frontier Transportation Authority
Joseph D. Latona, Exec. Dir.
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Buffalo, NY 14205
716/855-7230

The Port Authority of New York & New Jersey
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212/466-7000

New York City Dept. of Ports & Terminals
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Oswego, NY 13126
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Ogdensburg Bridge & Port Authority
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Bridge Plaza
Ogdensburg, NY 13669
315/393-4080

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Port Gen. Mgr.
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Erie, PA 16501
814/456-8561-Sta. 264

Philadelphia Port Corp.
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215/928-9100

SOUTH-ATLANTIC

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Cape Canaveral, FL 32920
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Fort Pierce Port Authority
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Fort Pierce, FL 33450
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Jacksonville Port Authority
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2831 Talleyrand Ave.
Jacksonville, FL 32206
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Port Everglades Authority
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Port Everglades, FL 33316
305/523-3404

Port of Palm Beach District
Benson Murphy, Exec. Dir.
P.O. Box 9935
Riviera Beach, FL 33404
305/842-4201

Manatee County Port Authority
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Port Manatee/Tampa Bay
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Panama City, FL 32406
904/763-8471

Port of Pensacola
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Tampa, FL 33601
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GEORGIA

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Brunswick, GA 31521
912/265-3700

Georgia Ports Authority
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Savannah, GA 31402
912/964-3811

Savannah Port Authority
B. Sanford Ulmer, Exec. Dir.
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Savannah, GA 31402
912/233-9604

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Maryland Port Administration
W. Gregory Halpin, Port Admin.
World Trade Center
Baltimore, MD 21202
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NORTH CAROLINA

North Carolina State Ports Authority
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Wilmington, NC 28402
919/763-1621

SOUTH CAROLINA

South Carolina State Ports Authority
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Norfolk Port & Industrial Authority
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Norfolk Int'l Airport
Norfolk, VA 23518
804/857-3351

Port of Richmond Cmsn.
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Richmond, VA 23234
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EAST NORTH CENTRAL

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Dept. of Commerce & Community Affairs
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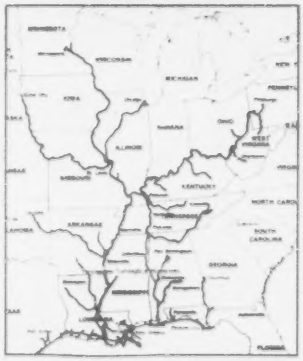

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St. Bernard Port, Harbor, & Terminal District
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409/835-5367

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Freeport, TX 77451
409/233-2667

Brownsville Navigation District
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Brownsville, TX 78520-3070
512/831-4592

Port of Corpus Christi Authority
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Corpus Christi, TX 78403
512/882-5633

Port of Galveston
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Galveston, TX 77550
409/766-6105

Port of Houston Authority
Richard P. Leach, Exec. Dir.
P.O. Box 2562
1519 Capitol Ave.
Houston, TX 77001
713/226-2100

Orange County Navigation Port District & Ind. Dev. Corp.
Stephen E. Pomeroy, CEO
P.O. Box 516
Orange, TX 77630-0516
409/883-4363

Port of Port Arthur Navigation District of Jefferson County
Dow Wynn, Port Dir.
P.O. Box 1428
Port Arthur, TX 77640
713/983-2011

Port Isabel-San Benito Navigation District
Robert C. Cornelison, Port Dir. & Gen. Mgr.
P.O. Box 218, Port Rd.
Port Isabel, TX 78578-0218
512/943-7826

Calhoun County Navigation District
Cheryl D. Gray, Exec. Sec.
P.O. Box 397
Port Lavaca, TX 77978
512/987-2813

Texas City Terminal Railway Co.
J. B. Wimberly, Pres., Treas. & Gen. Mgr.
P.O. Box 591
Texas City, TX 77590
713/945-4461

PACIFIC STATES

ALASKA

Port of Anchorage
Tyler Jones, Port Dir.
2000 Anchorage Port Rd.
Anchorage, AK 99501
907/272-1531

Port of Valdez
G. A. Zoet, Port Dir.
P.O. Box 307
Valdez, AK 99686
907/835-4313

CALIFORNIA

Port of Long Beach
James H. McJunkin, Exec. Dir.
P.O. Box 570
925 Harbor Plaza
Long Beach, CA 90801
213/437-0041

Port of Los Angeles
Ezunial Burts, Exec. Dir.
P.O. Box 151
425 S. Palos Verdes St.
San Pedro, CA 90733-0151
213/519-3400

Port of Oakland
Walter A. Abernathy, Exec. Dir.
P.O. Box 2064
66 Jack London Sq.
Oakland, CA 94604
415/444-3188

Port of Hueneme
Edward J. Millan, Gen. Mgr.
P.O. Box 608
105 Port Hueneme Rd.
Port Hueneme, CA 93041
805/488-3677

Humboldt Bay Harbor District
Jack B. Alderson, CEO
P.O. Box 1030
Eureka, CA 95502-1030
707/443-0801

Port of Redwood City
Fred J. Di Pietro, Port Mgr.
475 Seaport Blvd.
Redwood City, CA 94063-2794
415/365-1613

City of Richmond Port Commission
Sal N. Bose, Port Dir.
City Hall, P.O. Box 4046
Richmond, CA 94804
415/231-2110

Port of Sacramento
Melvin Shore, Port Dir.
P.O. Box 815, World Trade Center
West Sacramento, CA 95691
916/371-8000

San Diego Unified Port District
Don L. Nay, Port Dir.
3165 Pacific Hwy., P.O. Box 488
San Diego, CA 92112
619/291-3900

Port of San Francisco
Eugene L. Gartland
Ferry Building
San Francisco, CA 94111-4263
415/391-8000

Port of Stockton
Alexander Krygsman, Port Dir.
2201 W. Washington
Box 2089
Stockton, CA 95201
209/946-0246

HAWAII

Hawaii Dept. of Transportation
Wayne J. Yamasaki, Dir. of Trans.
869 Punchbowl St.
Honolulu, HI 96813
808/548-3205

Harbors Division
David K. Higa, Chief
79 S. Nimitz Hwy.
Honolulu, HI 96813
808/548-2570

OREGON

Port of Astoria
Steve Felkins, Dir.
1 Portway
Astoria, OR 97103
503/325-4521

Port of Coos Bay
Frank G. Martin, Jr., Gen. Mgr.
Port Bldg., Front & Market Sts.
Coos Bay, OR 97420
503/267-PORT (24 hours)

Port of Portland
Lloyd Anderson, Exec. Dir.
P.O. Box 3529
700 N.E. Multnomah St.
Portland, OR 97208
503/231-5000

WASHINGTON

Port of Anacortes
Joseph Baier, Mgr.
1st & Commercial Ave.
P.O. Box 297
Anacortes, WA 98221
206/293-3134

Port of Bellingham
Donald C. Fleming, Exec. Dir.
625 Cornwall Ave.
P.O. Box 1737-1735
Bellingham, WA 98227-1735
206/676-2500

Port of Everett
John G. Belford, Exec. Dir.
Pier One, P.O. Box 538
Everett, WA 98206
206/259-3164

Port of Grays Harbor
H. E. Soike, Gen. Mgr.
111 South Wooding St.

P.O. Box 660
Aberdeen, WA 98520
206/533-9528

Port of Kalama
John W. Fratt, Mgr.
P.O. Box 7
Kalama, WA 98625
206/673-2325

Port of Olympia
Douglas P. Edison, Exec. Dir.
P.O. Box 827
915 N. Washington St.
Olympia, WA 98507
206/754-1650

Port of Port Angeles
D. G. Hendricks, Exec. Dir.
P.O. Box 1350, 338 W. 1st
Port Angeles, WA 98362
206/457-8527

Port of Seattle
Richard D. Ford, Exec. Dir.
P.O. Box 1209
Seattle, WA 98111
206/382-3000

Port of Tacoma
Lawrence M. Killeen, Exec. Dir.
P.O. Box 1837
One Sitcum Plaza
Tacoma, WA 98401
206/383-5841

Port of Vancouver
Charles E. Miller, Asst. to Exec. Dir.
P.O. Box 1180-98666
3103 Lower River Rd.
Vancouver, WA 98660
206/693-3611

CANADA

BRITISH COLUMBIA

Fraser River Harbour Commission
Rick C. Pearce, Port Mgr.
Ste. 505-713, Columbia St.
New Westminster, B.C. V3M 1B2
604/524-6655

Nanaimo Harbour Commission
Lloyd L. Bingham, Port Mgr.
P.O. Box 131
Nanaimo, B.C. V9R 5K4
604/753-4146

North Fraser Harbour Commission
George W. Colquhoun, Port Mgr.
2020 Airport Rd.
Richmond, B.C. V7B 1C6
604/273-1866

Port Alberni Harbour Commission
Capt. Donald E. Brooks, Port Mgr. & CEO
2750 Harbour Rd.
P.O. Box 99
Port Alberni, B.C. V9Y 7M6
604/723-5312

Port of Prince Rupert
K.R. Krauter, Gen. Mgr.
Ports Canada
110 W. 3rd Ave.
Prince Rupert, B.C. V8J 1K8
604/627-7545

Vancouver Port Corp.
Erik W. Tofsrud, Pres. & CEO
1900-200 Granville St.
Vancouver, B.C. V6C 2P9
604/666-3226

MANITOBA

Ports Canada
D. Figurski, Gen. Mgr.
P.O. Box 217
Churchill, Man. R0B 0E0
204/675-8823

NEW BRUNSWICK

Port of Saint John
G. C. Mouland, Gen. Mgr. & CEO
P.O. Box 6429, Station A
133 Prince William St.
Saint John, N.B. E2L 4R8
506/648-4869

NEWFOUNDLAND

Ports Canada
D. J. Fox, P. Eng., Gen. Mgr.
3 Water St.
P.O. Box 6178
St. John's, Nfld. A1C 5X8
709/772-4664

NOVA SCOTIA

Ports Canada-Port of Halifax
R. V. Beck, Gen. Mgr.
P.O. Box 336, Ocean Terminals
Halifax, N.S. B3J 2P6
902/426-3643

ONTARIO

Lakehead Harbour Commission
P. R. "Jerry" Cook, Port Mgr.
P.O. Box 2266
Thunder Bay, Ont. P7B 5E8
807/344-3594

Canada Ports Corp.
Jacques Auger, Pres. & CEO
Tower "A", Place de Ville
320 Queen St.
Ottawa, Ont. K1A 0N6
613/995-0019

Oshawa Harbour Commission
Donna Taylor, CEO
1050 Farewell Ave.
Oshawa, Ont. L1H 6N6
416/576-0400

Port Colborne
R. R. Fisher, Super.
Ports Canada
P.O. Box 129
Port Colborne, Ont. L3K 5V8
416/834-3644

Port of Prescott
R. E. Bailey, Operations Mgr.
Canada Ports Corp.
P.O. Box 520
Prescott, Ont. K0E 1T0
613/925-4228

Toronto Harbour Commission
Ian C. R. Brown, Gen. Mgr.
60 Harbour St.
Toronto, Ont. M5J 1B7
416/863-2000

Windsor Harbour Commission
D. S. H. Cree, Gen. Mgr.
500 Riverside Dr. West
Windsor, Ont. N9A 5K6
519/258-5741

Hamilton Harbour Commission
R. R. Hennessy, Port Dir.
605 James St. North
Hamilton, Ont. L8L 1K1
416/525-4330

Canadian Marine Trans. Admin.
John Allan, Admin.
Tower "A", Place de Ville
19th Floor
Ottawa, Ont. K1A ON7
613/995-3277

Ministry of Transport
The Hon. Don Mazankowski, Minister
Tower "C", Place de Ville
25th Floor
Ottawa, Ont. K1A ON5
613/996-7501

QUEBEC

Central Quebec Ind. Park Corp.
Roland Leclerc, Gen. Mgr.
1000, 7eme Rue
Parc Industriel Portuaire
Becancour, Que. G0X 1B0
819/294-6656

Chicoutini & Bai des Ha! Ha!
Guy Desgagnés, Gen. Mgr.
Ports Canada
P.O. Box 760
Chicoutimi, Que. G7H 5E1
418/543-0263

Port of Montreal
D.J. Taddeo, Dpty. Gen Mgr.
Port of Montreal Bldg.
Cite du Havre
Montreal, Que. H3C 3R5
514/283-7011

Ports Canada
Henri Allard, Gen. Mgr. & CEO
150 Dalhousie St.
P.O. Box 2268
Quebec, Que. G1K 7P7
418/694-3558

Port of Sept Iles
Serge Tremblay, Gen. Mgr.
Ports Canada
421 Arnaud St., P.O. Box 280
Sept-Iles, Que. G4R 4K5
418/968-1231

Ports Canada
P. Alain, Eng., Port Mgr.
1545 Du Fleuve
P.O. Box 999
Trois-Rivières, Que. G9A 5K2
819/378-2887

U.S. TERRITORIES

Port Authority of Guam
Ray P. Duenas
1026 Cabras Hwy., Ste. 201
Piti, Guam 96910
Tel: 477-9931-4
Telex: 7431687

Puerto Rico Ports Authority
Carlos Soler-Aquino, Esq., Exec. Dir.
G.P.O. Box 2829
San Juan, PR 00936
809/723-2260
Telex: 9464 AUTO DPR

Commonwealth Ports Authority-Saipan
Carlos A. Shoda, Exec. Dir.
P.O. Box 1055
Saipan, Marianas 96950
Tel: 67315/67316/67317

Virgin Islands Port Authority
John E. Harding, Exec. Dir.
P.O. Box 597
Harry S. Truman Airport
St. Thomas, VI 00801
809/774-1629

Railroads

Alaska Railroad Corp.
A. T. Polanchek, Op. V.P.
P.O. Box 7-2111
Anchorage, AK 99510-7069
907/265-2411

Algoma Central Rwy.
W. L. Oliphant, Lands & Forest Mgr.
P.O. Box 7000
Sault Ste. Marie, Ont. P6A 5P6
705/949-2113

Arkansas & Louisiana Missouri Rwy. Co.
H. B. Wilson, Op. V.P.
P.O. Box 1653
Monroe, LA 71201
318/362-2250

Atchison, Topeka & Santa Fe Rwy.
F. E. "Skip" Kalb, Jr., Ind. Dev. Dir.
80 E. Jackson Blvd.
Chicago, IL 60604
312/427-4900

Atlanta & St. Andrews Bay Rwy.
W. K. Edwards, Asst. to Chmn.
514 E. Main St., P.O. Box 729
Dothan, AL 36302
205/792-0975

Baltimore & Annapolis Railroad Co.
K. A. Pippin, Pres. & Gen. Mgr.
P.O. Box 490
Glen Burnie, MD 21601
301/760-2360

Baltimore & Ohio Chicago Terminal Railroad
J. R. Hickman, A.V.P. & Gen. Mgr., R.E. & I.D.
2 N. Charles St.
Baltimore, MD 21201
301/237-2000

Bangor & Aroostook Railroad
Walter E. Travis, Pres.
N. Maine Junction Park, R.R. 2
Bangor, ME 04401
207/848-5711

Bay Colony Railroad Corp.
S. J. Fay, P.R. & Info.
420 Bedford St.
Lexington, MA 02173
617/861-6480

BC Rail Ltd.
M. C. Norris, Pres. & CEO
P.O. Box 8770
Vancouver, BC V6B 4X6
604/986-2012

Belt Rwy. Co. of Chicago
D. J. Murray, Land & Tax Cmsr.
6900 S. Central Ave.
Chicago, IL 60638
312/496-4000

Bessemer & Lake Erie R.R. Co.
R.D. Kocur, R.E. Mgr.
P.O. Box 68
Monroeville, PA 15146
412/829-6600

Boston & Maine Corp.
(Guilford Transp. Inds)
M. M. Sutin, Info. Svcs. V.P.
Iron Horse Park
N. Billerica, MA 01862
617/663-1030

Burlington Northern R.R. Co.
J. R. Galassi, V.P.
Sales & Property Mgt.
777 Main St.
Ft. Worth, TX 76102
817/878-2000

Canadian National Rwys.
D. H. Burstow, Pres., R.E.
P.O. Box 8100
Montreal, Que. H3C 3N4
514/877-5430

Canadian Pacific Ltd.
R. J. Ritchie, Mktg. & Sales V.P.
P.O. Box 6042, Sta. A
Montreal, Que. H3C 3E4
514/395-5151

Central Vermont Rwy., Inc.
T. J. Faucett, R.E. Mgr.
2 Federal St.
St. Albans, VT 05478
802/527-7518

Chessie System Railroads
I. J. Warren, Ind. Dev. Dir.
100 N. Charles St.
Baltimore, MD 21201
301/237-2000

Chicago & North Western Transp. Co.
Robert W. Mickey, V.P., R.E. & I.D.
One North Western Center
Chicago, IL 60606
312/559-7000

Chicago S. Shore & S. Bend R.R.
G. G. Greenwald, Ind. Dev. Dir.
307 N. Michigan Ave.
Chicago, IL 60601
312/930-0700

Consolidated Rail Corp. (Conrail)
L. A. Huff, Asst. V.P., R.E.
6 Penn Center Plaza
Philadelphia, PA 19103
215/977-4000

Delaware & Hudson Rwy. Co.
(Guilford Transp. Inds.)
J. A. Denison, R.E. & I.D. Dir.
P.O. Box 127, Fifth St.
Watervliet, NY 12189
518/271-4489

Denver & Rio Grande Western R.R.
T. L. Hutton, Mgt. Info. Svcs. Dir.
P.O. Box 5482
Denver, CO 80217
303/629-5533

Detroit & Mackinac Rwy. Co.
B. J. Biscan, V.P. & Gen. Mgr.
120 Oak St.
Tawas City, MI 48763
517/362-3461

Duluth, Missabe & Iron Range Rwy.
M. H. Gearns, R.E. Mgr.
500 Missabe Bldg.
Duluth, MN 55802
218/723-2115

Eastern Shore Railroad, Inc.
J. T. Holland, Pres.
P.O. Box 312
Cape Charles, VA 23310-0312
804/331-1094

Elgin, Joliet & Eastern Rwy.
G. H. Rodeghiero, Ind. Dev. Mgr.
P.O. Box 880
Joliet, IL 60434
815/740-6622

Florida East Coast Rwy. Co.
W. E. Durham, Jr., V.P., R.E. & I.D.
1 Malaga St., P.O. Drawer 1048
St. Augustine, FL 32084
904/829-3421

Grand Trunk Western R. R.
W. H. Cramer, Jr., Mktg. S.V.P.
131 W. Lafayette Blvd.
Detroit, MI 48226
313/237-4000

Illinois Central Gulf R.R. Co.
R. A. Irvine, V.P., R.E.
233 N. Michigan Ave.

Chicago, IL 60601
312/565-1600

Indiana Harbor Belt R.R. Co.
W. F. Krupinski, R.E. Mgr.
Union Station
Chicago, IL 60606
312/768-9170

Kansas City Southern Rwy. Co.
I. W. Ploth, Mktg. Dev. V.P.
114 W. 11th St.
Kansas City, MO 64105
816/556-0303

Long Island Railroad Co.
N. P. Necastro, Ind. & Mfg. Eng. Chmn.
Jamaica Station
Jamaica, NY 11435
212/526-0900

Maine Central Railroad Co.
(Guilford Transp. Inds.)
R. W. Smithson, R. E. Rep.
242 St. John St.
Portland, ME 04102
207/775-1501

Milwaukee Road (Chicago, Milwaukee, St. Paul & Pacific R.R. Co.)
B. H. Bobbitt, Asst. V.P., Prop. Mgt.
516 W. Jackson Blvd.
Chicago, IL 60606
312/648-3000

Missouri-Kansas-Texas R.R. Co.
Harold O. Brandt, V.P., R.E. & I.D.
701 Commerce St.
Dallas, TX 75202
214/651-6700

Norfolk Southern Corp.
E. L. deButts, Ind. Dev. & R.E. V.P.
1 Commercial Pl., P.O. Box 3609
Norfolk, VA 23514
804/629-2600

Pittsburgh & Lake Erie R.R. Co.
T. Davis, III, Mktg. & Sales V.P.
Commerce Ct., 4 Sta. Sq.
Pittsburg, PA 15219
412/261-3201

Providence & Worcester R.R. Co.
O. R. Harrold, Pres.
382 Southbridge St., P.O. Box 1188
Worcester, MA 01601
617/799-4472

St. Louis Southwestern Rwy. Co.
S. A. Sutfin, R.E. V.P.
1 Market Plaza
San Francisco, CA 94105
415/541-1000

Seaboard System Railroad
J. M. White, Ind. Dev. Dir.
500 Water St.
Jacksonville, FL 32202
904/359-1750

Soo Line Railroad Co.
S. Mrosak, R.E. Dev. & Mgt. Dir.
800 Soo Line Bldg., P.O. Box 530
Minneapolis, MN 55440
612/347-8000

Southern Pacific Trans. Co.
S. A. Sutfin, R.E. V.P.
Southern Pacific Bldg.
1 Market Plaza
San Francisco, CA 94105
415/541-1000

Union Pacific System
C. R. Black, I.D. Dir.
1416 Dodge St.
Omaha, NE 68179
402/271-5000

Vermont Railway, Inc.
J. R. Pennington, Pres.
One Railway Lane
Burlington, VT 05401
802/658-2550

Directory of U.S. Foreign-Trade Zones

Foreign-Trade Zones Board
U.S. Dept. of Commerce
Washington, D.C. 20230
202/377-2862

Zone No. 1, New York City
Sol Braun
S & F Warehouse Inc.
Brooklyn Navy Yard, Bldg. 77
Brooklyn, NY 11205
718/834-0400

Zone No. 2, New Orleans
Robert Dee
Board of Commissioners of the Port of N. Orleans
P.O. Box 60046
New Orleans, LA 70160
504/897-0189

Zone No. 3, San Francisco
Ed Osgood
Foreign Trade Services, Inc.
Pier 23
San Francisco, CA 94111
415/391-0176

Zone No. 5, Seattle
Jack Fox
Port of Seattle Commission
P.O. Box 1209
Seattle, WA 98111
206/382-3275

Zone No. 7, Mayaguez, PR
Jose Cobian
Puerto Rico Industrial Dev. Co.
G.P.O. 2350
San Juan, PR 00936
809/765-2784

Zone No. 8, Toledo
Frank E. Miller
Toledo World Industry
3332 St. Lawrence Dr.
Toledo, OH 43605
419/698-8026

Zone No. 9, Honolulu
Homer Maxey
State of Hawaii
Pier 2
Honolulu, HI 96813
808/548-5435

Zone No. 12, McAllen, TX
Frank Birkhead
McAllen Trade Zone, Inc.
6401 S. 33rd St.
McAllen, TX 78501
512/682-4306

Zone No. 14, Little Rock
Robert Brave
Little Rock Port Authority
7500 Lindsey Rd.
Little Rock, AR 72206
501/490-1468

Zone No. 15, Kansas City, MO
Robert Drost
Greater Kansas City FTZ, Inc.
920 Main St., 600 CharterBank Ctr.
Kansas City, MO 64105
816/421-7666

Zone No. 16, Sault Ste. Marie, MI
James F. Hendricks
Econ. Dev. Corp. of Sault Ste. Marie
1301 W. Easterday
Sault Ste. Marie, MI 49783
906/635-9131

Zone No. 17, Kansas City, KS
Robert Drost
Greater Kansas City FTZ, Inc.
920 Main St., 600 CharterBank Ctr.
Kansas City, MO 64105
816/421-7666

Zone No. 18, San Jose
Ted Daigle
City of San Jose
801 N. First St.
Rm. 408, City Hall
San Jose, CA 95110
408/277-4744

Zone No. 19, Omaha
Irvin H. Smith
Dock Board of the City of Omaha
Omaha-Douglas Civic Center

1819 Farnam St., Rm. 701
Omaha, NE 68183
402/444-5921

Zone No. 20, Suffolk, VA
John Hunter
Virginia Port Authority
600 World Trade Center
Norfolk, VA 23510
804/623-8080

Zone No. 21, Dorchester Cty., SC
A. M. Quattlebaum
Carolina Trade Zone
2725 W. 5th North St.
Summerville, SC 29483
803/871-4870

Zone No. 22, Chicago
Frank Albert
Chicago Regional Port District
12700 Butler Dr.
Lake Calumet Harbor
Chicago, IL 60633
312/646-4400

Zone No. 23, Buffalo
George K. Keitner
Buffalo Foreign-Trade Zone Operators, Inc.
901 Fuhrmann Blvd.
Buffalo, NY 14203
716/856-4436

Zone No. 24, Pittston, PA
James G. Pettinger
Eastern Distribution Center, Inc.
P.O. Box 31
Avoca, PA 18641
717/655-5581

Zone No. 25, Port Everglades, FL
Thomas E. Ezzo
Port Everglades Port Authority
P.O. Box 13136
Port Everglades, FL 33316
305/523-3404

Zone No. 26, Shenandoah, GA
James R. Steele
Georgia Foreign Trade Zone, Inc.
230 Peachtree St., N.W., P.O. Box 1776
Atlanta, GA 30301
404/656-6338

Zone No. 27, Boston
Elliot K. Friedman
Massachusetts Port Authority
99 High St.
Boston, MA 02110
617/482-2930, ext. 222

Zone No. 28, New Bedford, MA
Norman A. Bergeron
City of N. Bedford Ind. Dev. Cmsn.
1213 Purchase St.
New Bedford, MA 02740

Zone No. 29, Louisville
Robert M. Timmerman
Louisville & Jefferson County Riverport Authority
6219 Cane Run Rd.
Louisville, KY 40258
502/935-6024

Zone No. 30, Salt Lake City
Michael Chitwood
Salt Lake City Corp.
351 S. State
Salt Lake City, UT 84111
801/328-3211

Zone No. 31, Granite City, IL
Robert Wydra
Tri-City Regional Port District
2801 Rock Rd.
Granite City, IL 62040
618/877-8444

Zone No. 32, Miami
Sandra Gonzalez
Gtr. Miami Foreign-Trade Zone, Inc.
1601 Biscayne Blvd.
Miami, FL 33132
305/350-7700

Zone No. 33, Pittsburgh
Frank Brooks Robinson
Regional Industrial Dev. Corp. of Southwestern Pennsylvania
534 Union Trust Bldg.
Pittsburgh, PA 15219
412/471-3939

Zone No. 34, Niagara County
Theodore J. Belling
County of Niagara
County Office Bldg.
59 Park Ave.
Lockport, NY 14094
716/439-6033

Zone No. 35, Philadelphia
John J. Malone
Phila. Port Corp.
1020 Public Ledger Bldg.
6th & Chestnut Sts.
Philadelphia, PA 19106
215/928-9100

Zone No. 36, Galveston
John Massey, Jr.
Port of Galveston
Galveston Wharves
P.O. Box 328
Galveston, TX 77550
409/766-6112

Zone No. 37, Orange County, NY
Albert Randall
Foreign Trade Dev. Co. of Orange County, Inc.
P.O. Box 6147, Stewart Airport
Newburgh, NY 12550
914/564-7700

Zone No. 38, Spartanburg Cty., SC
A. M. Quattlebaum
Carolina Trade Zone
2725 W. 5th North St.
Summerville, SC 29483
803/871-4870

Zone No. 39, Dallas/Fort Worth
James Alderson
Dallas/Ft. Worth Reg. Airport Board
P.O. Drawer DFW
Dallas/Fort Worth Airport, TX 75261
214/574-6720

Zone No. 40, Cleveland
John Desmond
Cleveland Port Authority
101 Erieside Ave.
Cleveland, OH 44114
216/241-8004

Zone No. 41, Milwaukee
Vincent J. Boever
Foreign-Trade Zone of Wis., Ltd.
2150 E. College Ave.
Cudahy, WI 53110
414/764-2111

Zone No. 42, Orlando
William Blood
Greater Orlando Aviation Authority
4101 East 9th St.
Orlando, FL 32812
305/859-9485

Zone No. 43, Battle Creek, MI
Marilyn E. Parks
BC/CAL/KAL Inland Port Authority of S. Central Michigan Dev. Corp.
P.O. Box 1438
Battle Creek, MI 49016
616/968-8197

Zone No. 44, Morris County, NJ
Joseph Brady
NJ Dept. of Comm. & Econ. Dev.
Office of Int'l Trade
744 Broad St.
Newark, NJ 07102
201/648-3519

Zone No. 45, Portland, OR
Peggy J. Krause
Port of Portland
P.O. Box 3529
Portland, OR 97208
503/231-5000, ext. 220

Zone No. 46, Cincinnati
Joe Kramer
Greater Cincinnati FTZ, Inc.
120 W. Fifth St.
Cincinnati, OH 45203
513/579-3143

Zone No. 47, Campbell County, KY
Robert Vogt
N. Kentucky Port Authority
400 Licking Pike
Wilder, KY 41071
606/581-1444

Zone No. 48, Tucson
William Tatom
Papago - Tucson FTZ Corp.
P.O. Box 11246
Mission Station, AZ 85734
602/792-6862

Zone No. 49, Newark/Elizabeth
Catherine Durda
Port Authority of NY & NJ
Rm. 64 W., One World Trade Center
New York, NY 10048
212/466-7985

Zone No. 50, Long Beach, CA
Michael R. Powers
Board of Harbor Commissioners of the Port of Long Beach
P.O. Box 570
Long Beach, CA 90801
213/437-0041

Zone No. 51, Duluth
Henry K. Hanka
Seaway Port Authority of Duluth
1200 Port Terminal Dr.
P.O. Box 6877
Duluth, MN 55808
218/727-8525

Zone No. 52, Suffolk County, NY
Joseph C. Giacalone
Suffolk County Dept. of Econ. Dev.
4175 Veterans Memorial Hwy.
Ronkonkoma, NY 11779
516/588-1000

Zone No. 53, Rogers County, OK
Robert W. Portiss
City of Tulsa/Rogers Cty. Port Authority
Tulsa Port of Catoosa
5350 Cimarron Rd.
Catoosa, OK 74105
918/266-2291

Zone No. 54, Clinton County, NY
Francis A. Lapham
Clinton County Area Dev. Corp.
P.O. Box 19
Plattsburgh, NY 12901
518/561-8800

Zone No. 55, Burlington, VT
C. Harry Behney
Greater Burlington Industrial Corp.
P.O. Box 786
Burlington, VT 05402
802/862-5726

Zone No. 56, Oakland, CA
Dayton Ballenger
Oakland Int'l Trade Center, Inc.
633 Hagenburger Rd.
Oakland, CA 94607
415/639-7405

Zone No. 57, Mecklenberg Cty., NC
Richard Primm
Piedmont Distribution Center
P.O. Box 7123
Charlotte, NC 28217
704/588-2868

Zone No. 58, Bangor
Edward McKeon
City of Bangor Econ. Dept.
City Hall
Bangor, ME 04401
207/947-0341

Zone No. 59, Lincoln, NE
Duane Vicary
Lincoln Chamber of Commerce
1221 N. St., Suite 606
Lincoln, NE 68508
402/476-7511

Zone No. 60, Nogales, AZ
Herman Rivas
Rivas Realty
3450 Tucson-Nogales Hwy.
Nogales, AZ 85621
602/287-3411

Zone No. 61, San Juan, PR
Miguel Sigueroa
Puerto Rico Commercial Dev. Co.
Commonwealth of PR
G.P.O. Box 4943
San Juan, PR 00936
809/721-1273

Zone No. 62, Brownsville, TX
Al Cisneros
Brownsville Navigation District
Port of Brownsville
P.O. Box 3070
Brownsville, TX 78520
512/831-4592

Zone No. 63, Prince George's County, MD
Peter B. Crouch
International Commerce Mgt., Inc.
12301 Old Columbia Pike
Silver Spring, MD 20904
301/622-9000

Zone No. 64, Jacksonville, FL
Bruce Cashon
Jacksonville Port Authority
P.O. Box 3005
2701 Talleyrand Ave.
Jacksonville, FL 32206
904/633-5250

Zone No. 65, Panama City, FL
Tommy L. Berry
Panama City Port Authority
P.O. Box 15095
Panama City, FL 32406
904/763-8471

Zone No. 66, Wilmington, NC
Patsy Jackson
NC State Port Authority
2202 Burnett Blvd.
Wilmington, NC 28402
919/763-1621

Zone No. 67, Morehead City, NC
Patsy Jackson
NC State Port Authority
2202 Burnett Blvd.
Wilmington, NC 28402
919/763-1621

Zone No. 68, El Paso
James R. Mettler
El Paso Int'l Airport
El Paso, TX 79925
915/772-4271

Zone No. 70, Detroit
Joseph T. Auwers
Gtr. Detroit FTZ, Inc.
18800 Sunnybrook
Lathrup Village, MI 48076
313/259-8077 or 559-2726

Zone No. 71, Windsor Locks, CT
Richard Blackburn
Industrial Dev. Commission of Windsor Locks
Town Office Bldg.
50 Church Street, P.O. Box L
Windsor Locks, CT 06096
203/623-4919

Zone No. 72, Indianapolis
David P. Bennett
Indianapolis Econ. Dev. Corp.
48 Monument Circle
Indianapolis, IN 46204
317/236-6246

Zone No. 73, Baltimore/Washington International Airport
Robert J. Schott
All Cargo Expediting Services, Inc.
P.O. Box 28673
BWI Airport, MD 21240
301/859-4449

Zone No. 74, Baltimore
Paul Gilbert
Baltimore Econ. Dev. Corp.
36 South Charles St.
Baltimore, MD 21201
301/837-9305

Zone No. 75, Phoenix
Edward R. Standage
City of Phoenix
Community & Econ. Dev. Admin.
920 E. Madison St., Suite D
Phoenix, AZ 85034
602/261-8707

Zone No. 76, Bridgeport, CT
Tom Corso
City of Bridgeport, City Hall
45 Lyon Terrace
Bridgeport, CT 06604
203/576-7221

Zone No. 77, Memphis
Jimmie Covington
Memphis & Shelby County Office of Planning & Dev.
City Hall, 125 North Main St.
Memphis, TN 38103
901/528-3307

Zone No. 78, Nashville
Ed J. Johnson
Metropolitan Nashville/Davidson County Port Authority
601 Stahlman Bldg.
Nashville, TN 37201
615/259-6121

Zone No. 79, Tampa
Tony Collins
Office of Economic Dev. Int'l Trade
City Hall, 315 E. Kennedy Blvd.

Tampa, FL 33602
813/223-8381

Zone No. 80, San Antonio
Kenneth W. Daly
City of San Antonio
P.O. Box 9066
San Antonio, TX 78285
512/299-8080

Zone No. 81, Portsmouth, NH
George Smith
New Hampshire State Port Authority
555 Market St., Box 506
Portsmouth, NH 03801
603/436-8500

Zone No. 82, Mobile
Dan Dupont
Mobile Airport Authority
Brookley Complex, Bldg. 11
Mobile, AL 36615
205/438-7334

Zone No. 83, Huntsville, AL
J.E. Mitchell, Jr.
Huntsville-Madison County Airport Authority
P.O. Box 6006
Huntsville, AL 35806
205/772-9395

Zone No. 84, Harris County, TX
Richard P. Leach
Port of Houston Authority
P.O. Box 2562
Houston, TX 77001
713/226-2100

Zone No. 85, Everett, WA
Lawrence W. Blackett
Puget Sound FTZ Assn.
c/o Econ. Dev. Partnership of WA
1900 Seattle Tower
1218 Third Ave.
Seattle, WA 98101
206/433-1629

Zone No. 86, Tacoma, WA
Lawrence W. Blackett
Puget Sound FTZ Assn.
c/o Econ. Dev. Partnership of WA
1900 Seattle Tower
1218 Third Ave.
Seattle, WA 98101
206/433-1629

Zone No. 87, Lake Charles, LA
James E. Sudduth
Lake Charles Harbor & Terminal District
P.O. Box AAA
Lake Charles, LA 70602
318/439-3661

Zone No. 88, Great Falls, MT
Joseph C. Mudd
Econ. Growth Council of Gt. Falls
P.O. Box 1273
Great Falls, MT 59403
406/761-5036

Zone No. 89, Clark City, NV
Al Dague
Nevada Dev. Authority
McCarran Int'l Airport
P.O. Box 11128
Las Vegas, NV 89111
702/739-8222

Zone No. 90, Onondaga, NY
Joseph W. Louis
County of Onondaga
c/o Greater Syracuse Chamber of Commerce
100 E. Onondaga St.
Syracuse, NY 13202
315/470-1343

Zone No. 91, Newport, VT
Henry W. Merrill, Jr.
Northeastern Vermont Dev. Assn.
44 Main St.
St. Johnsbury, VT 05819
802/748-5181

Zone No. 92, Harrison County, MS
Noel Guthrie
Gtr. Gulfport/Biloxi FTZ, Inc.
3825 Ridgewood Rd.
Jackson, MS 39211-6453
601/982-6606

Zone No. 93, Raleigh/Durham
Lee H. Capps
Triangle J Council of Governments
100 Park Drive, P.O. Box 12276
Research Triangle Park, NC 27709
919/549-0551

Zone No. 94, Laredo, TX
Frank E. Leach
City of Laredo
c/o Laredo Dev. Foundation
P.O. Box 1435
Laredo, TX 78040
512/722-0563

Zone No. 95, Starr County, TX
Sam Vale
Starr County Industrial Foundation
P.O. Drawer H
Rio Grande City, TX 78582
512/487-5606

Zone No. 96, Eagle Pass, TX
Roberto Barrientos
City of Eagle Pass
P.O. Box C
City Manager's Office
Eagle Pass, TX 78852
512/773-1111

Zone No. 97, Del Rio, TX
Jim Miceli
City of Del Rio
City Manager's Office
P.O. Drawer DD
Del Rio, TX 78840
512/774-2781

Zone No. 98, Birmingham, AL
Virginia Riley
Mayor's Office
City of Birmingham
Birmingham City Hall
Birmingham, AL 35203
205/254-2277

Zone No. 99, Wilmington, DE
Dorothy Sbriglia
State of Delaware
Delaware Development Office
Dover, DE 19901
302/736-4271

Zone No. 100, Dayton, OH
Gary D. Gieisel
Gtr. Dayton FTZ, Inc.
1980 Winters Bank Tower
Dayton, OH 45423-1880
513/226-1444

Zone No. 101, Clinton County, OH
Mike Kuli
Airborne Foreign-Trade Zone, Inc.
145 Hunter Drive
Wilmington, OH 45177
513/382-5591

Zone No. 102, St. Louis
Wayne Weidemann
St. Louis County Port Authority
130 S. Bemiston
Clayton, MO 63105
314/721-0900

Zone No. 103, Grand Forks, ND
Robert W. Nelson
Grand Forks Dev. Foundation
P.O. Box 1177, 204 N. Third
Grand Forks, ND 58201
701/772-7271

Zone No. 104, Savannah, GA
Don Fishero
Savannah Airport Commission
P.O. Box 2723
Savannah, GA 31402-2723
912/964-0514 or 964-0904

Zone No. 105, Providence & North Kingston, RI
Joseph D. Lombardo
Rhode Island Port Auth. & Econ. Dev. Corp.
7 Jackson Walkway
Providence, RI 02903
401/277-2601

Zone No. 106, Oklahoma City
Ed McGee
Oklahoma City Port Authority
100 N. Walker, 1st Fl.
Oklahoma City, OK 73102
405/231-2285

Zone No. 107, Des Moines
Fred Caruthers
Centennial Warehouse Corp.
10400 Hickman Rd.
Des Moines, IA 50322
515/278-9517

Zone No. 108, Valdez, AK
Vern Chase
Port of Valdez
1 S.W. Columbia St., Suite 1620

(Continued on page 230)

SOURCES

LISTING OF PLANT LOCATION INFORMATION CATEGORIES WITH SOURCE MATERIAL

STATE INFORMATION:

Information supplied by state and provincial departments of economic/industrial development.

DEVELOPMENT COUNSELORS:

U.S.: *Plant Location* internal sources.
Canadian: Membership list of the Industrial Developers Assn. of Canada (350 Sparks St., Ste. 602, Ottawa, Ont. K1R 7S8).
Ports: Membership list of the Assn. of Port Authorities Inc. (1612 K St., N.W., Washington, DC 20006).
FTZs: Roster of the U.S. Foreign Trade Zone Board (U.S. Dept. of Commerce Bldg., Washington, DC 20230).

POPULATION:

Cities over 25,000/ Metropolitan Statistical Areas (MSAs)*: Census figures for U.S. are from *1980 Census of Populations, Final Reports*, Number of Inhabitants PC (1)A Series C3.223/5:970/1A through 58A (Bureau of the Census, U.S. Dept. of Commerce). Canadian census figures are from *1981 Census of Canada*, Catalogue 92-754 (Statistics Canada, Ottawa K1A 0T6). Estimates for 1985 are from *Sales & Marketing Management Survey of Buying Power*, July 1985 (copyright 1985, further reproduction prohibited).
*MSAs are metropolitan areas with a large population nucleus (a city with 50,000 or more inhabitants, or a census bureau-defined urbanized area of at least 50,000 inhabitants and a total MSA population of at least 100,000) and with adjacent communities having a high degree of economic and social integration with that nucleus. They include a central county or counties and possible adjacent counties with at least 50% of their population in the urbanized area. (Note: Effective June 30, 1983, the U.S. Office of Management & Budget changed the basic term for standard metropolitan area from SMSA to MSA, revised the geographic definitions of many areas, and defined some new areas. Due to these changes, this year's MSA population figures do not necessarily compare with those of previous years.)

Primary Metropolitan Statistical Areas (PMSAs) are separate areas designated within metropolitan areas of 1 million-plus inhabitants if separate criteria are met.

New England County Metropolitan Areas (NECMAs) are unofficial areas in New England broken down by counties (instead of by cities and towns) and conforming with MSA criteria.

LABOR:

Manufacturing Payrolls/Unemployment: Figures from *Employment & Earnings*, Nov. 1985, Vol. 32, No. 11 (Bureau of Labor Statistics, U.S. Dept. of Labor, Washington, DC 20212).
Industrial Mix: Bureau of Labor Statistics (Government Accounting Office Bldg., 441 G Street, N.W., Washington, DC 20212).
Area Wage Survey: *Area Wage Survey Bulletins* (Bureau of Labor Statistics, U.S. Dept. of Labor, Washington, DC 20212).

TRANSPORTATION:

Railroads: *The Official Railway Guide North American Freight Service Edition*, Sept./Oct. 1985, Vol. 118, No. 2; and *The Pocket List of Railroad Officials*, 3rd Quarter 1984, Vol. 91, No. 3 (National Railway Publication Co., 424 W. 33rd St., New York, NY 10001).
Airlines: *North American Travel Planner & Hotel/Motel Guide*, Winter 1985, Vol. 27, No. 4 (Official Airline Guides, Inc. 2000 Clearwater Dr., Oak Brook, IL 60521).

UTILITIES:

Electrical: *Electrical World Directory of Electric Utilities*, 1985-86 Edition (McGraw Hill Book Co., 1221 Ave. of the Americas, New York, NY 10020).
Gas: *Brown's Directory of North American Gas Companies*, 1985 Edition (Harcourt Brace Jovanovich, 1 E. 1st St., Duluth, MN 55802).

RAW MATERIALS:

U.S.: Mineral Industry Surveys (U.S. Dept. of the Interior, Bureau of Mines, 2401 E. St., N.W., Washington, DC 20241).
Canada: *Canada's Mineral Production*, Catalogue No. 26-202 (Energy, Mines & Resources Canada, Ottawa K1A 0T6).

CLIMATE:

U.S.: *Climatography of the U.S., No. 81, Monthly Normals of Temperature, Precipitation, & Heating & Cooling Degree Days 1951-1980*, U.S. Dept. of Commerce, National Climatic Center.
Canada: Canada Year Book (Statistics Canada, Ottawa K1A 0T6).

Explanatory note: The degree-day unit used in the U.S. represents a difference of 1° between the mean temperature of a given day and a given standard temperature. In heating, the degree-day units for a given day are the number of degrees that the mean temperature for that day is below 65° F.

Key to abbreviations:

NA	Not available
Cty.	County
Ind.	Industrial, industry
Comm.	Commerce, community
Coord.	Coordinator
Cmsn./Cmsr.	Commission/Commissioner
Auth.	Authority
Kg	Kilogram
g	Gram
Reg.	Regional, region
Mgr./Mgt.	Manager/Management
Op.	Operation
Plnr./Plng.	Planner/Planning

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Regional Review

In New England, steady employment growth created 266,600 jobs in 1984 and 185,000 in 1985, and each state benefitted. Firms involved in high technology, service, information, as well as fast-growing young companies in other industries moving into the region are the main reasons why.

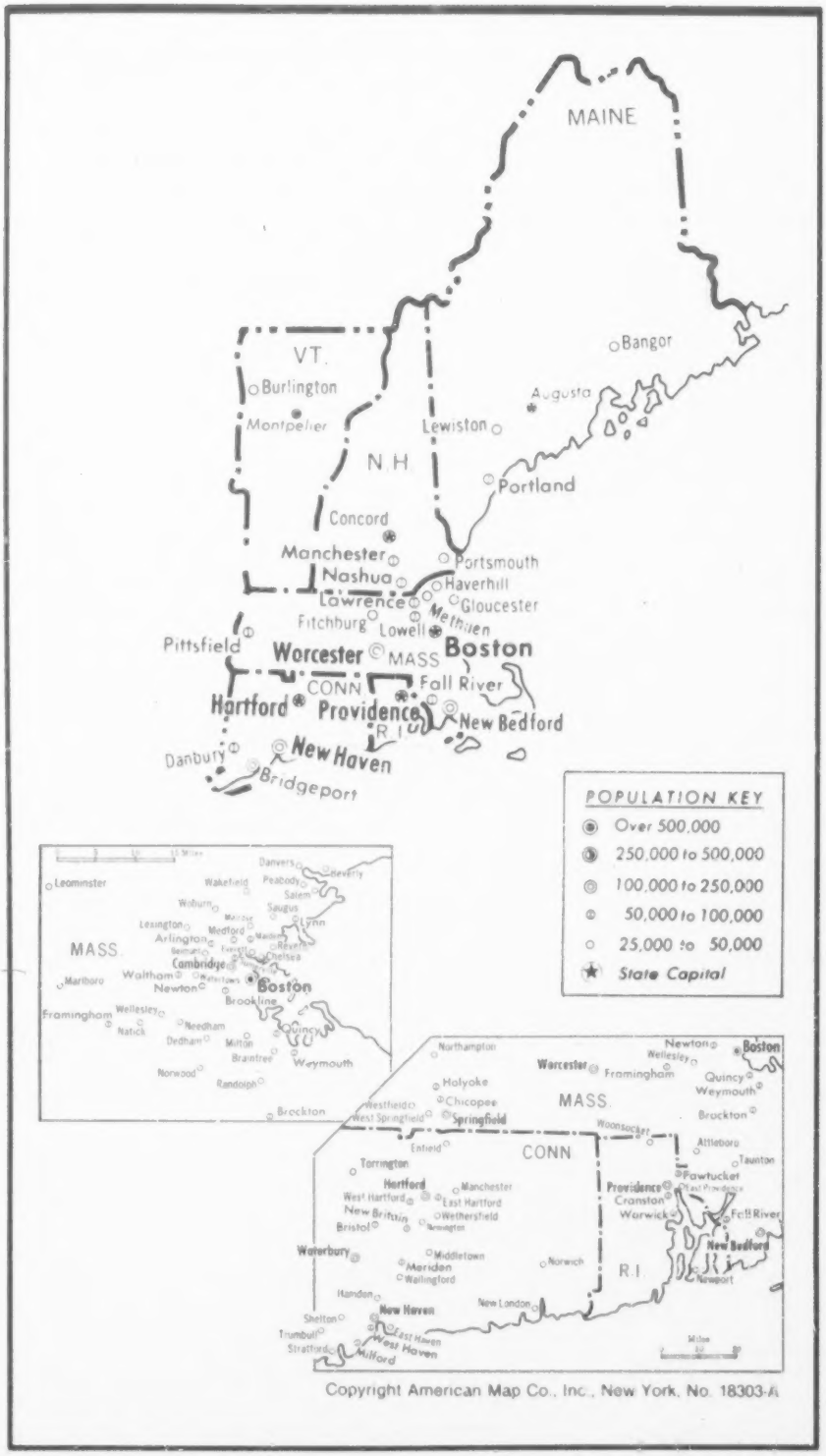
This trend should continue in 1986—a below-national-average unemployment rate is expected with 115,000 to 145,000 new jobs estimated. While overall growth in the region is not dramatic, any growth at all is good news in a region with a high percentage of older cities reliant on traditional industries.

Here's some of what happened in 1985 in each of New England's six states.

Connecticut. Stamford underwent what the Alexander Grant Study of General Manufacturing Climates (June 1985) termed "one of the most sweeping redevelopments of any small American city to become the center of one of the nation's largest concentrations of major corporate headquarters." New Haven and Hartford are going through similar transitions.

Events in 1985 included the first successful employee buy-out under the state Job Protection Program. In April the employees of the Bridgeport Brass Co. reached a $10-million sale agreement with the owners to continue operation of the plant and facilities. The Job Protection Program was enacted in 1983 "to retain existing employment in the possibility of a major manufacturing plant divestiture, relocation, or shutdown," according to Governor Bill O'Neill.

Last year also saw the opening of a state office in Tokyo for recruiting businesses from Asia. Presently one out of every six manufacturing jobs in the state is supplied by overseas-based firms with



operations in Connecticut.

Other developments in 1985 included the formation of a Technology Advisory Board to maintain and promote high-technology industry in the state. The board works under the aegis of the governor's High-Technology Council. In addition, the Small Manufacturers Loan Program was expanded in 1985 to allow more firms to apply.

Maine. Even though high technology is not Maine's prime industry, the state managed to grow 13.2% from 1970 to 1980 and is expected to continue growing substantially through 1990. This growth can be largely attributed to a depopulation of southern metropolitan areas.

New developments in 1985 included a $321.9-million contract awarded by the Navy for the building of a new class of destroyers in Bath, Maine. Also, J.R. Simplot Company invested $18 million in its Presque Isle potato-processing plant, creating 530 new jobs. And, in Auburn, General Electric spent $8.2 million in expansion money.

The state's legislature enacted the Bank Participation Program in 1985, which made $318 million available for long-term loans for small and medium-sized business expansions. According to Governor Joseph E. Brennan, the state will work with 28 participating banks to assist businesses identify local, state, and federal financing to add to private capital.

Massachusetts. Route 128, termed the Silicon Valley of the East, continues to push Massachusetts toward high technology. The Cambridge area, across the river from Boston, is experiencing strong growth, especially Kendall Square behind M.I.T.'s laboratories, Harvard Square, and Alewife.

In other parts of the state, Westwood will soon be home to the $40-million Massachusetts Microelectronics Center. The semiconductor training and research center will serve nine local engineering colleges.

In Lowell, where there was an unemployment rate of 15% twelve years ago, today the rate is 2.8%—the fifth-lowest in the country.

Financial assistance to business in the state includes the Massachusetts Industrial Financial Agency (MIFA), which has helped 1,700 companies expand through low-interest industrial development bonds since its inception. This has resulted in over two million square feet of renovated or constructed space.

New Hampshire. The population in New Hampshire is expected to increase 23.4% by 1990, according to the U.S. Bureau of the Census. The increase would be two times larger than any other expected state increase in New England.

The state has been hard-hit in the last few years by the relocation of its prime industries—textile and clothing manufacturing—to the south. To compensate, Governor John H. Sununu has been actively pursuing small business. The Small Business High Technology Council was recently introduced to link private industry with universities and the government for the development of high-technology industry in the state.

New Hampshire's financial assistance to business includes $200 million to be issued each year by the Industrial Development Authority to assist new and expanding businesses.

Around the state, the Port of Portsmouth has been declared a foreign-trade zone and will be undergoing an enlargement of its turning basin, to be completed in the middle of this year.

Rhode Island. Despite its poor showing in the Alexander Grant study (47th out of 48 states overall), Governor Edward DiPrete is working toward making the state more receptive to high-technology industry.

Probusiness legislation passed in 1985 included the Rhode Island Business Investment Fund (RIBIF), a cooperative effort between the state, the Small Business Administration, and local banks. The fund will provide loans for fixed assets (excluding land and buildings) and for working capital. Rates are tied to the Treasury note rate of comparable duration plus 1.75%.

The Small Business Revolving Loan Fund, which provides loans for fixed assets and working capital, was also passed in 1985. Its rates are at 90% of the prime rate.

A third form of financial assistance is the Rhode Island Municipal Development Fund, which provides matching funds to communities in support of industrial activity at a specific site.

In 1984 Governor DiPrete created an office of business-university cooperation so that business in the state could get access to research and technological resources available by the state.

The major industry in Rhode Island is manufacturing, which employs over 30% of the population.

Vermont. The state legislature is doing its part to stimulate the economy in Vermont. A new agricultural program has been enacted to assist farmers develop new markets and find new uses for Vermont-made products. The state is also planning a private, profit-making venture capital corporation.

These actions are in response to a 5.4% budget deficit for 1984 in a state where over three-and-one-half percent of the population is involved in farming. This is the highest percentage on the eastern seaboard and covers nearly one-fifth of the state's land.

On the positive side, there are evidences of high-technology industries in the state. Around the Burlington area there are IBM, GE, McDonnell Douglas, and DEC offices, a good sign that more are probably on the way.□

STATE INFORMATION:

Financial assistance to industry:
- Development incentives (financial)
- Tax incentives
- Bonds & direct loans for buildings & construction
- Bonds & direct loans for machinery & equipment
- Bonds & direct loans for land
- Bonds & direct loans for pollution control & energy conservation
- Urban area development incentives
- Urban enterprise zone development incentives
- New product development financing
- Industrial mortgage indurance
- Assistance for job training
- Private & public financing programs
- Business generation assistance

Tax rates:
- Corporate income tax 11.5%
- Personal income tax ..... none
- Personal property tax levied by local communities, assessment at 70% fair market value in all towns
- Sales tax:
  - Retail sales 7½%
  - Business services 7½%
- Incorp. & franchise tax. (see corp. tax)
- Gasoline tax ..... $.16/gal.

Advanced education facilities:
- Four-year colleges & universities 24
- Two-year or junior colleges 34
- Vocational & business schools 111

Medical facilities:
- Hospitals 65
- Clinics 41

Labor analysis:
- Civilian labor force 1,608,000
- High school graduates 47,000

For additional labor market information, contact Employ. Security Division, Labor Dept., 200 Folly Brook Blvd., Wethersfield, CT 06106, 203/566-5160.

Environment controls:

Air pollution: Air Compliance Section, State Dept. of Environ. Protection, State Off. Bldg., Hartford, 06115, 203/566-4030

Water pollution: Water Compliance and Hazardous Substances Section (same address as above), 203/566-3245

Noise pollution: Office of Noise Control (same address as above), 203/566-7494

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
CONNECTICUT	3,107.6	3,152.8
Bridgeport	142.5	141.7
Bristol	57.4	58.0
Danbury	60.5	63.4
East Hartford	52.6	51.1
East Haven	25.0	NA
Enfield	42.7	41.5
Fairfield	54.8	53.1
Greenwich	59.6	58.4
Groton Town	41.1	42.3
Hamden	51.1	51.0
Hartford	136.4	133.3
Manchester	49.8	48.3
Meriden	57.1	58.0
Middletown	39.0	39.4
Milford	50.9	51.5
Naugatuck	26.5	NA
New Britain	73.8	71.2
New Haven	126.1	123.8
New London	28.8	28.8
Newington	28.8	NA
Norwalk	77.8	78.0
Norwich	38.1	39.0
Shelton	31.3	NA
Southington	36.9	NA
Stamford	102.5	101.6
Stratford	50.5	50.2
Torrington	31.0	NA
Trumbull	33.0	NA
Vernon	28.0	NA
Wallingford	37.3	NA
Waterbury	103.3	102.7
West Hartford	61.3	59.1
West Haven	53.2	53.3
Westport	25.3	NA
Wethersfield	26.0	NA

New England County Metropolitan Areas (NECMAs)

	Census 1980	Estimate 1985
	—Thousands—	
Bridgeport-Stamford-Norwalk-Danbury	807.1	815.1
Hartford-New Britain-Middletown-Bristol	1,051.6	1,060.7
New Haven-Waterbury-Meriden	761.3	769.5
New London-Norwich	238.4	248.8

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
CONNECTICUT		
419.5	41.6	9.58
Bridgeport-Milford		
64.1	40.8	10.04
Hartford		
93.5	41.8	9.99
New Britian		
22.8	42.2	9.96
New Haven-Meriden		
48.9	41.1	9.06
Stamford		
29.0	42.2	9.68
Waterbury		
28.3	41.8	8.22

*preliminary figures for production workers

Area Wage Survey

Average straight-time hourly earnings

	Hartford 7/85
Office, professional, & technical	
Payroll clerks	$ 6.85
Accounting clerks	6.91
File clerks	5.17
Typists	6.27
Key entry operators	6.49
Secretaries	8.78
Stenographers	7.88
Switchbd opr-receptionists	6.38
Drafters	10.43
Electronics technicians	12.28
Computer operators	8.96
Computer programmers	12.13
Computer systems analysts	15.97
Maintenance & powerplant	
Carpenters	11.74
Electricians	12.99
Engineers, stat'y (mfg. & non-mfg.)	11.51
Machinists	11.08
Mechanics (machinery)	10.83
Tool & die makers	12.45
Custodial & material movement	
Guards	6.06
Janitors, porters & cleaners	4.67
Laborers, mat'l hdlg	8.48
Shippers & receivers	8.41
Truckdrivers	10.39
Forklift operators	9.78

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
CONNECTICUT		
1,709.7	79.0	4.6
Bridgeport-Milford		
219.5	12.5	5.7
Hartford		
416.3	17.3	4.1
New Britain		
72.0	3.7	5.1
New Haven-Meriden		
255.7	11.7	4.6
Stamford		
132.9	4.4	3.3
Waterbury		
103.1	6.5	6.3

*preliminary figures

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
1,525.7	NA	NA
MANUFACTURING		
418.6	42.5	9.22
DURABLE GOODS		
314.6	42.9	9.43
Lumber & Furniture-SIC 24		
7.2	41.4	6.93
Primary metal industries-SIC 33		
16.1	44.8	9.92
Fabricated metal products-SIC 34		
52.2	42.7	8.58
Machinery, except electrical-SIC 35		
50.4	44.2	10.01
Electronic & electronic equip.-SIC 36		
61.6	41.4	7.88
Transportation equipment-SIC 37		
82.6	42.6	11.56
Instruments & related products-SIC 38		
28.4	45.1	8.86
NONDURABLE GOODS		
104.0	41.0	8.55
Food & kindred products-SIC 20		
13.6	43.4	8.64
Textile mill products-SIC 22		
6.8	39.7	7.04
Apparel & other textile prods.-SIC 23		
10.1	37.3	5.81
Paper & allied products-SIC 26		
9.8	45.0	9.70
Printing & publishing-SIC 27		
25.7	38.0	9.01
Chemicals & allied products-SIC 28		
22.4	42.7	10.39
Rubber & misc. plastics prods.-SIC 30		
14.1	41.8	7.49

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Bridgeport 3, 7, 12, 24, 25
Bristol 1 (Hartford)
Danbury 3 (Bridgeport)
East Hartford 1, 3 (Hartford)
East Haven (New Haven)
Enfield (Hartford)
Fairfield 3 (Bridgeport)
Greenwich 3 (White Plains, NY)
Groton 4 (New London)
Hamden (New Haven)
Hartford 1, 3, 6, 8-14, 16-30
Manchester 3 (Hartford)
Meriden 3 (Hartford)
Middletown 3 (Hartford)
Milford 3 (Bridgeport)
Naugatuck 1 (New Haven)
New Britain 1, 3 (Hartford)
New Haven 1, 3, 7, 15, 25
New London 2, 4, 5, 15, 25
Newington 1, 3 (Hartford)
Norwalk 3 (White Plains, NY)
Norwich 2, 4 (New London)
Shelton 3 (New Haven)
Southington 1 (Hartford)
Stamford 3 (White Plains, NY)
Stratford 3 (Bridgeport)
Torrington 1 (Hartford)
Trumbull (Bridgeport)
Vernon (Hartford)
Wallingford 1, 3 (New Haven)
Waterbury 1 (New Haven)

West Hartford (Hartford)
West Haven 3 (New Haven)
Westport 3 (Bridgeport)
Wethersfield (Hartford)

Railroads

1. Boston & Maine Corp.
2. Central Vermont Railway
3. Conrail
4. Providence & Worcester R.R. Co.

Airlines

5. Action Airlines
6. Air Ontario
7. Air Wisconsin
8. Allegheny Commuter
9. American
10. Bar Harbor Airlines
11. Best Airlines
12. Business Express
13. Delta
13a. Delta Connection
14. Eastern
15. East Hampton Aire
16. Empire
17. Gulfstream
18. Gull Air
19. Holiday Airlines
20. Mall Airways
21. New York Air
22. Pan Am Express
23. People Express
24. Piedmont
25. Pilgrim Airlines
26. Presidential Airways
27. Republic
28. TWA
29. United
30. USAir

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	87	520
Lime	2	106
Sand & gravel (construction)	5,500	19,000
Stone:		
Crushed	8 300	49,000
Dimension	18	1,080
Combined value of feldspar, gem stones, mica and sand and gravel (industrial)		5,612
Total 1984 (preliminary)		75,318

thousand short tons

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bridgeport — 8e, 6g
Bristol — 3eg
Danbury — 3eg
East Hartford — 3e, 1g
East Haven — 8e, 6g
Enfield — 3eg
Fairfield — 8e, 6g
Greenwich — 3e, 1g
Groton — 2e, 3e
Hamden — 8e, 6g
Hartford — 3eg, 1g
Manchester — 3e, 1g
Meriden — 3eg
Middletown — 3eg
Milford — 8e, 6g
Naugatuck — 3eg
New Britain — 3e, 1g
New Haven — 8e, 6g
Newington — 3e, 1g
New London — 3eg
Norwalk — 4e (serves E. Norwalk), 7e (serves S. Norwalk), 3eg
Norwich — 5eg
Shelton — 8e, 3g
Southington — 3eg
Stamford — 3eg
Stratford — 8e, 6g
Torrington — 3eg
Trumbull — 8e, 6g
Vernon — 3eg
Wallingford — 9e, 3g
Waterbury — 3eg
West Hartford — 3e, 1g
West Haven — 8e, 6g
Westport — 3e, 6g
Wethersfield — 3e, 1g

1. Connecticut Natural Gas Corp.
   100 Columbus Blvd., Hartford 06103
2. Groton Dept. of Utilities
   295 Meridan St., Box 820, Groton 06340
3. Northeast Utilities
   (Conn Light & Power Co.) 107 Selden St., Berlin 06037-0218
4. Norwalk Third Taxing Dist.
   2 Second St., Norwalk 06855
5. Norwich Dept. of Public Utilities
   34 Courthouse Sq., Norwich 06360
6. Southern Conn. Gas Co.
   880 Broad St., Bridgeport 06604
7. S. Norwalk Electric Works
   State St., Box 400, S. Norwalk 06856
8. United Illuminating Co.
   80 Temple St., New Haven 06506
9. Wallingford Elec. Div.
   100 John St., P.O. Box 190, Wallingford 06492

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Bridgeport	30	74	5501	746
Hartford	25	73	6174	666
Middletown	27	73	5976	611
Norwalk	28	73	5847	598

DEVELOPMENT COUNSELORS:

State Development Agency

Carson, John J., Cmsr.
Connecticut Dept. of Econ. Dev.
210 Washington St.
Hartford, 06106
203/566-3787

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Hartford
Cosgrove, Leslie, Pres.
Conn. Assn. of Municipal Dev. Cmsns.
60 Washington St., 06106
203/249-0388

Studley, Don B., Gas Mktg. Mgr.
Northeast Utilities Svc. Co.
P.O. Box 270, 06141-0270
203/721-2703

Middletown
Carney, Joseph R., Econ. Dev. Dir.
Middletown Ind. Dev. Corp.
70 College St., 06457
203/347-6924

Monroe
Bogen, Bob K., Econ. Dev. Coord.
Monroe Econ. Dev. Cmsn.
Town Hall, 06468
203/261-6571

New Britian
Mahoney, Jim
Pierson, Karen
Prendergast, Dave
Municipal Action Council, Inc.
272 Main Street, 06051
203/225-5507

New Haven
Loveless, Roland A.
Econ. Dev. Group Exec.
New Haven Chamber of Comm.
195 Church St., 06506
203/787-6735

Waterbury
Shea, William A., V.P. & Mgr.
Ind. Dev. Dept.
Colonial Bank
81 W. Main St., 06702
203/574-7019

STATE INFORMATION:

Financial assistance to industry:
- Financial packaging assistance
- Industrial & revenue bonds for land, buildings, & equipment
- Umbrella revenue bonds for small companies
- Regional revolving loan funds
- Community development loans
- Subsidized training programs
- Loan guarantees
- Venture capital
- SBA 503 & 7A loans
- Jobs & investment tax credit
- Farmers Home Administration loan guarantees
- Urban Development Action Grants (most communities eligible)
- No inventory tax
- No sales tax on air/water pollution control equipment
- No sales tax on raw materials used in mfg. of products for resale

Marketing assistance
Business assistance
Site location assistance
Mortgage insurance program
Veterans' loans
Natural resource entrants program
Tax increment financing

Tax rates:

Corporate income tax .....3.5% on first $25,000; 7.93% on income between $25,000 & $75,000; 8.33% on income between $75,000 & $250,000; 8.93% on excess over $250,000
Personal income tax 1%-10%
Sales tax 5%
Franchise tax .....none
Incorporation tax .....none
Gasoline tax .....$.14/gal.

Advanced education facilities:

Four-year colleges & universities 17
Two-year or junior colleges.....NA
Vocational & business schools.....25

Medical facilities:

Hospitals 44

Labor analysis:

Civilian labor force.....577,700
High-school grads. (employed).....528,000

For further labor market information, contact Employ. Security Commission, 20 Union St., Augusta, ME 04330, 207/289-3029

Environment controls:

Air, water, land, & hazardous waste pollution: Henry Warren, Cmsr., Dept. of Environ. Protection, AMHI, Ray Bldg., Augusta, ME 04333, 207/289-2811

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
MAINE	1,124.7	1,165.8
Bangor	31.6	30.7
Lewiston	40.5	39.4
Portland	61.6	61.8

New England County Metropolitan Areas (NECMAs)

	Census 1980	Estimate 1985
	—Thousands—	
Bangor	137.0	138.5
Lewiston-Auburn	99.7	100.5
Portland	215.8	223.9

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
MAINE		
103.0	39.9	8.26
Lewiston - Auburn		
10.7	38.4	6.64
Portland		
15.5	36.5	8.83

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
MAINE		
566.0	21.8	3.8
Lewiston-Auburn		
41.5	2.1	5.0
Portland		
104.1	2.6	2.5

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Portland ME 12/84
Office, professional, & technical	
Payroll Clerks	$ 7.01
Accounting clerks	6.38
File clerks	4.63
Typists	5.09
Key entry operators	6.23
Secretaries	7.39
Switchbd opr-receptionists	5.56
Drafters	8.96
Electronic technicians	9.38
Computer operators	7.77
Computer programmers	10.91
Computer systems analysts	14.36
Maintenance & powerplant	
Machinists	11.28
Mechanics (machinery)	10.62
Tool & die makers	11.54
Custodial & material movement	
Guards	4.68
Janitors, porters, & cleaners	6.07
Laborers, material handling	6.21
Shippers & receivers	6.93
Truckdrivers	8.95
Forklift operators	7.76

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
445.5	NA	NA
MANUFACTURING		
110.4	39.9	8.05
DURABLE GOODS		
44.4	40.3	8.22
Lumber & wood products- SIC 24		
14.0	40.3	7.57
Primary & fabricated metals- SIC 33		
17.3	40.3	7.83
NONDURABLE GOODS		
66.0	39.7	7.95
Food & kindred products-SIC 20		
8.0	36.1	6.46
Textile mill products-SIC 22		
7.1	41.8	6.13
Apparel & other textile prods.-SIC 23		
4.8	35.6	5.55
Paper & allied products-SIC 26		
18.2	45.0	11.62
Leather & Leather prods.- SIC 31		
18.2	36.2	5.80

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Lewiston	21	70	7351	390
Portland	22	68	7501	254

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Bangor 1, 4-7, 10, 11
Lewiston 3, 4, 6
Portland 2-11

Railroads

1. Bangor & Aroostook R.R. Co.
2. Boston & Maine Corp.
3. Canadian National Railways
4. Maine Central R.R. Co.

Airlines

5. Bangor Int'l Airline
6. Bar Harbor Airlines
7. Delta
8. Delta Connection
9. People Express
10. United
11. Valley Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bangor — 1e, 3g
Lewiston — 2e, 4g
Portland — 2e, 4g

1. Bangor Hydro-Electric Co.
   33 State St., Bangor 04401
2. Central Maine Power Co.
   Edison Drive, Augusta 04336
3. Maine Utility Gas Co.
   34 Central St., Bangor 04401
4. Northern Utilities, Inc.
   1075 Forest Ave., Portland 04104

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	49	90
Sand & gravel (construction)	6,400	15,400
Stone (crushed)	900	3,000
Combined value of other nonmetals		15,572
Total 1984 (preliminary)		101,104

* thousand short tons

DEVELOPMENT COUNSELORS:

State Development Agency

Stevens, Leslie E., Dir.
State Dev. Office
State House Station 59
193 State St.
Augusta, 04333
207/289-2656

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Augusta
Jordan, M. Peter, Dir.
Dept. of Econ. Dev.
One Cony St., 04330
207/626-2336
Kelso, Richard L., C.I.D.
Maine Dev. Foundation
1 Memorial Circle, 04330
207/622-6345
Wagner, Richard F., Jr., C.I.D.
Bus. & Comm. Svcs. Dir.
Central Maine Power Co.
Edison Dr., 04336
207/623-3521

Belfast
Maynard, David A., Exec. Dir.
Econ. Dev. Office
Gtr. Belfast Area Econ. Dev. Off.
71 Church St., 04915
207/338-3370

Biddeford
Ruel, Brian, Dir.
Econ. Improvements Cmsn.
P.O. Box 586, 04005-0586
207/283-0181

Portland
Cleaves, Robert E., C.I.D., Pres.
Econ. Dev. Svcs.
766 Stevens Ave., 04103
207/797-7168

Waterville
Keefe, James K., C.I.D.
Econ. Research Assoc.
38 Johnson Hts., 04901
207/873-1396

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Revenue bonds & industrial mortgage guarantees
- Bonds for pollution control equip.
- Aid for job training
- Technical assistance & start-up capital for small technology-based businesses

Tax rates:
- Corporate income tax ..... 9.5% on net
- Personal income tax .....5.375% on earned income, or 10.75% on unearned (stock dividends, etc.)
- Personal property tax .....varies locally
- Sales tax 5%
- Franchise tax ..... $2.60/M on tangibles or net worth. $228.00 min.
- Inventory tax $2.60/M
- Gasoline tax.....10% on whole state, with min of $.11/gal.

Advanced education facilities:
- Four-year colleges & universities 84
- Two-year or junior colleges.....35
- Vocational & business schools.....169

Medical facilities:
- Hospitals 177
- Medical clinics 164
- Mental health clinics 280
- Outpatient clinics.....147

Labor analysis:
- Civilian labor force..... 3,066,000 (9/85)
- High school graduates ... 65,885 (1984)

For additional labor market information, contact Employ. Security Div., Charles F. Hurley Employ. Security Bldg., Government Ctr., Boston, MA 02114, 617/727-7412.

Environment controls:

Air & water pollution: Mass. Dept of Environ. Quality Engineering, Div. of Pollution Control, 110 Tremont St., Boston, 02202, 617/727-3855

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
MASSACHUSETTS	5,737.0	5,807.9
Agawam	26.3	NA
Amherst	33.2	NA
Andover	26.4	NA
Arlington	48.2	45.1
Attleboro	34.2	34.6
Barnstable	30.9	NA
Belmont	26.1	NA
Beverly	37.7	NA
Billerica	36.7	NA
Boston	563.0	547.3
Braintree	36.3	NA
Brockton	95.2	96.9
Brookline	55.1	53.6
Cambridge	95.3	91.7
Chelmsford	31.2	NA
Chelsea	25.4	NA
Chicopee	55.1	56.2
Dedham	25.3	NA
Everett	37.2	NA
Fall River	92.6	92.8
Fitchburg	39.6	39.9
Framingham	65.1	64.4
Gloucester	27.8	28.0
Haverhill	46.9	47.5
Holyoke	44.7	42.6
Lawrence	63.2	64.5
Leominster	34.5	34.8
Lexington	29.5	NA
Lowell	92.4	93.0
Lynn	78.5	79.3
Malden	53.4	53.3
Marlboro	30.6	NA
Medford	58.1	56.9
Melrose	30.1	NA
Methuen	36.7	NA
Milton	25.9	NA
Natick	29.5	NA
Needham	27.9	NA
New Bedford	98.5	98.2
Newton	83.6	81.7
Northampton	29.3	29.6
Norwood	29.7	NA
Peabody	46.0	45.9
Pittsfield	52.0	50.4
Plymouth	35.9	NA
Quincy	84.7	84.0
Revere	42.4	41.4
Salem	38.2	38.4
Somerville	77.4	75.2
Springfield	152.3	149.1
Stoughton	26.7	NA
Taunton	45.0	46.5
Waltham	58.2	57.3
Watertown	34.4	NA
Wellesley	27.2	NA
West Springfield	27.0	NA
Westfield	36.5	36.7
Weymouth	55.6	54.7
Woburn	36.6	NA
Worcester	161.8	160.3

New England County Metropolitan Areas (NECMAs)

	Census 1980	Estimate 1985
	—Thousands—	
Boston-Lawrence-Salem-Lowell-Brockton	3,662.7	3,678.4
New Bedford-Fall River-Attleboro	474.7	489.5
Pittsfield	145.1	142.9
Springfield	581.8	583.1
Worcester-Fitchburg-Leominster	646.4	657.7

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
MASSACHUSETTS		
677.0	40.5	9.06
Boston		
351.5	40.2	9.85
Brockton		
12.9	38.5	7.08
Fall River		
20.2	37.9	6.83
Lawrence-Haverhill		
58.8	40.9	8.77
Lowell		
41.3	41.9	8.44
New Bedford		
25.7	39.7	7.94
Springfield-Chicopee-Holyoke		
56.2	42.2	8.94
Worcester		
49.9	41.1	8.97

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
MASSACHUSETTS		
3,066.3	120.7	3.9
Boston		
1,518.3	53.4	3.5
Brockton		
90.0	4.0	4.5
Fall River		
70.8	4.4	6.2
Fitchburg-Leominster		
43.3	2.1	4.8
Lawrence-Haverhill		
195.6	8.6	4.4
Lowell		
153.0	6.2	4.0
New Bedford		
79.8	5.1	6.4
Springfield-Chicopee-Holyoke		
47.6	1.6	3.3
Worcester		
200.4	7.7	3.8

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Boston 8/85	Worcester 4/85
Office, professional, & technical		
Payroll clerks	$ 8.18	7.77
Accounting clerks	7.31	7.15
File clerks	5.61	4.72
Typists	6.67	5.32
Key entry operators	7.09	6.42
Secretaries	9.42	8.59
Stenographers	8.65	NA
Switchbd operators/ receptionists	6.78	6.33
Drafters	11.10	10.54
Electronic technicians	11.84	10.58
Computer operators	8.81	8.51
Computer programmers	12.30	11.43
Computer systems analysts	16.37	14.72
Maintenance & powerplant		
Carpenters	11.74	10.09
Electricians	12.98	11.26
Engineers, stationary	13.31	11.49
Machinists	12.04	11.39
Mechanics (machinery)	11.41	10.68
Tool & die makers	13.47	10.94
Custodial & material movement		
Guards	5.41	6.11
Janitors, porters, & cleaners	6.00	5.71
Laborers, mat'l handling	7.25	6.43
Shippers & receivers	8.28	7.82
Truckdrivers	11.43	9.97
Forklift operators	9.74	8.74

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
2,851.7	NA	NA
MANUFACTURING		
675.9	40.1	8.50
DURABLE GOODS		
451.3	41.4	8.94
Lumber & furniture-SIC 24		
12.7	38.4	6.70
Stone, clay, & glass prods.-SIC 32		
11.9	41.5	10.52
Primary metal industries-SIC 33		
16.3	43.0	8.77
Fabricated metal products-SIC 34		
49.1	42.3	8.81
Machinery, except electrical-SIC 35		
112.7	41.7	9.17
Electric & electronic equip.-SIC 36		
126.4	41.6	8.41
Transportation equipment-SIC 37		
40.6	41.7	10.61
Instruments & related prods.-SIC 38		
59.2	40.3	9.41
Misc. mfg. industries-SIC 39		
22.4	39.7	7.30
NONDURABLE GOODS		
224.6	37.9	7.75
Food & kindred products-SIC 20		
24.6	38.2	8.41
Textile mill products-SIC 22		
20.6	42.6	7.12
Apparel & other textile prods.-SIC 23		
36.4	32.7	5.97
Paper & allied products-SIC 26		
26.3	37.6	8.70
Printing & publishing-SIC 27		
50.8	37.4	8.81
Chemicals & allied products-SIC 28		
17.6	41.0	9.63
Rubber & misc. plastic prods.-SIC 30		
31.5	41.4	7.53
Leather & leather prods.-SIC 31		
15.3	36.9	6.15

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (B) = Boston.

Agawam (Chicopee)
Amherst 3 (Hartford, CT)
Andover 2 (Manchester, NH; B)
Arlington 2 (B)
Attleboro 4 (Providence, RI)
Barnstable 4 (Hyannis)
Belmont 2 (B)
Beverly 2 (B)
Billerica 2 (B)
Boston 2, 4, 6-22, 24-50
Braintree 1 (B)
Brockton 4 (B)
Brookline (B)
Cambridge 2 (B)
Chelmsford (B)
Chelsea 2, 4 (B)
Chicopee 2, 26
Dedham 4 (B)
Everett 2, 4 (B)
Fall River 4 (New Bedford)
Fitchburg 2, 4 (Worcester)
Framingham 4 (B)
Gloucester 2 (B)
Haverhill 2 (Manchester, NH; B)
Holyoke 2 (Hartford, CT)
Lawrence 2 (Manchester, NH; B)
Leominster 4 (Worcester)
Lexington 2 (B)
Lowell 2 (B)
Lynn 2 (B)
Malden 2 (B)
Marlboro 4 (Worcester)
Medford 2 (B)
Melrose 2 (B)
Methuen 2 (B)
Milton (B)
Natick 4 (B)
Needham 1 (B)
New Bedford 4, 23, 25, 35
Newton 4 (B)
Northampton 2, 4 (Chicopee)
Norwood 4 (B)
Peabody 2 (B)
Pittsfield 2, 4 (Albany, NY)
Plymouth (B)
Quincy (B)
Randolph (B)
Revere 2 (B)
Salem 2 (B)
Somerville 2 (B)
Springfield 2, 4 (Hartford, CT)
Stoughton 4 (B)
Taunton 4 (New Bedford)
Wakefield 2 (B)
Waltham 2 (B)
Watertown 2 (B)
Wellesley 4 (B)
West Springfield 4 (Chicopee)
Westfield 4 (Hartford, CT)
Weymouth (B)
Woburn (B)
Worcester 2, 4, 5, 11, 22, 37

Railroads

1. Bay Colony R.R. Corp.
2. Boston & Maine
3. Central Vermont Railway
4. Conrail
5. Providence & Worcester R.R. Co.

Airlines

6. Aer Lingus
7. Air Canada
8. Allegheny Commuter
9. American
10. Arrow Air
11. Bar Harbor Airlines
12. Braniff
13. British Airways
14. Brockaway Air
15. Business Express
16. Command Airways
17. Continental
18. Delta
19. Delta Connection
20. East Hampton Aire
21. Eastern
22. Empire
23. Express Air, Inc.
24. First Air
25. Gull Air
26. Gulfstream
27. Iberia
28. Long Island Airlines
29. Lufthansa
30. Midway Airlines, Inc.
31. Midwest Express
32. New York Air
33. Northwest
34. Pan American
35. PBA-Provincetown-Boston
36. People Express
37. Piedmont
38. Pilgrim Airlines
39. Precision Airlines
40. Presidential Airways
41. Quebecair
42. Republic
43. Sabena
44. Swissair
45. TAP Air Portugal
46. TWA
47. United
48. USAir
49. Western Airlines
50. Wills Air

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below. e = electric g = gas

Agawam — 25e, 1g
Amherst — 25e, 3g
Andover — 19e, 1g
Arlington — 4e, 5g
Attleboro — 19e, 1g
Barnstable — 11e, 9g, 10g
Belmont — 2e, 5g, 12g
Beverly — 19e, 5g
Billerica — 19e, 9g
Boston — 4e, 5g
Braintree — 6e, 5g
Brockton — 14e, 1g
Brookline — 4e, 5g
Cambridge — 7e, 12g
Chelmsford — 19e, 9g
Chelsea — 4e, 5g
Chicopee — 8e, 1g
Danvers — 13e, 5g
Dedham — 4e, 12g
Everett — 19e, 5g
Fall River — 14e, 16g
Fitchburg — 17eg

Framingham — 4e, 5g, 12g
Gloucester — 19e, 5g
Haverhill — 19e, 15g
Holyoke — 18eg
Lawrence — 19e, 1g
Leominster — 19e, 5g
Lexington — 4e, 5g
Lowell — 19e, 9g
Lynn — 19e, 5g
Malden — 19e, 5g
Marlborough — 19e, 12g
Medford — 19e, 5g
Melrose — 19e, 5g
Methuen — 19e, 1g
Milton — 4e, 5g
Natick — 4e, 5g, 12g
Needham — 4e, 5g, 12g
New Bedford — 11e, 12g
Newton — 4e, 5g
Northampton — 19e, 1g
Norwood — 20e, 5g
Peabody — 21e, 5g
Pittsfield — 25e, 3g
Plymouth — 11e, 12g
Quincy — 19e, 5g
Randolph — 19e, 1g
Revere — 19e, 5g
Salem — 19e, 5g
Somerville — 4e, 5g, 12g
Springfield — 25e, 1g
Stoughton — 14e, 1g
Taunton — 22e, 1g
Wakefield — 23eg, 5g
Waltham — 4e, 5g
Watertown — 4e, 5g
Wellesley — 24e, 5g
West Springfield — 25e, 1g
Westfield — 26eg
Weymouth — 19e, 5g
Woburn — 4e, 5g
Worcester — 19e, 12g

1. Bay State Gas Co.
   120 Royall St., Canton 02021
2. Belmont Mun. Light Dept.
   450 Concord Ave., Belmont 02178
3. Berkshire Gas Co.
   115 Cheshire Rd., Pittsfield 01201
4. Boston Edison Co.
   800 Boylston St., Boston 02199
5. Boston Gas Co.
   One Beacon St., Boston 02108
6. Braintree Elec. Light Dept.
   44 Allen St., Braintree 02184
7. Cambridge Elec. Light Co.
   46 Blackstone St., Cambridge 02139
8. Chicopee Elec. Light Dept., 725
   Front St., Chicopee 01013
9. Colonial Gas Co.
   40 Market St., Lowell 01853
10. Colonial Gas Co., Cape Cod Div.
    127 White's Path, S. Yarmouth 02664
11. Commonwealth Electric Co.
    2421 Cranberry Hwy., Wareham 02571
12. Commonwealth Gas Co.
    675 Massachusetts Ave., Cambridge 02139
13. Danvers Elec. Division
    2 Burroughs St., Danvers 01923
14. Eastern Edison Co.
    110 Mulberry St., Box 471, Brockton 02403
15. Essex County Gas Co.
    7 N. Hunt Rd., Box 500, Amesbury 01913
16. Fall River Gas Co.
    155 N. Main St., Fall River 02722
17. Fitchburg Gas & Elec. Light Co.
    285 John Fitch Hwy., P.O. Box 2070, Fitchburg 01420
18. Holyoke Gas & Elec. Dept.
    70 Suffolk St., Holyoke 01040
19. Massachusetts Elec. Co.
    25 Research Dr., Westborough 01582
20. Norwood Mun. Light Dept.
    206 Central St., Norwood 02062
21. Peabody Mun. Light Plant
    70 Endicott St., Peabody 01960
22. Taunton Munic. Ltg. Plant
    55 Weir St., P.O. Box 870, Taunton 02780
23. Wakefield Mun. Light Dept.
    9 Albion St., Wakefield 01880
24. Wellesley Dept. of Public Works
    455 Worcester, Box 364, Wellesley Hills 02181
25. Western Mass. Elec. Co.
    174 Brush Hill Ave., W. Springfield 01090-0010
26. Westfield Gas & Elec. Lt. Dept.
    100 Elm St., Box 990, Westfield 01086

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	240	1,349
Lime	132	6,996
Sand & gravel (construction)	12,900	41,200
Stone:		
Crushed	8,500	39,000
Dimension	57	11,657
Combined value of other gem stones, peat, and sand and gravel (industrial)		902
Total 1984 (preliminary)		101,104

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan	Jul	Degree Days Heating	Cooling
Amherst	23	71	6612	500
Boston	30	74	5593	699
Fitchburg	24	72	6619	523
Framingham	26	73	6205	613
Haverhill	26	74	6024	667
Lawrence	26	73	6232	563
New Bedford	32	73	5305	721
Springfield	27	74	5953	699
Taunton	27	71	6276	455
Worcester	23	70	6950	359

DEVELOPMENT COUNSELORS:

State Development Agency

Tortolani, Paul, Cmsr.
Massachusetts Dept. of Comm. & Dev.
100 Cambridge St., Boston, 02202
617/727-3206; 1-800/632-8181

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Arlington
Monahan, Robert M., Econ. Dev. Coord.
Town of Arlington
51 Grove St., 02174
617/643-8294

Boston
Davis, David W., Exec. Dir.
Mass. Port Authority
10 Park Square, 02116
201/973-5500

Kireker, Charles F., Exec. Dir.
Mass. Ind. Finance Agency
400 Atlantic Ave., 02110
617/451-2477

Cambridge
Foden, Harry G., C.I.D., V.P.
Arthur D. Little, Inc.
32 Acorn Pk., 02140
617/864-5770 Ext. 3141

Fitchburg
Lanava, Michael A., Exec. Dir.
Ind. Dev. Cmsn.
718 Main St., City Hall, 01420
617/345-9602

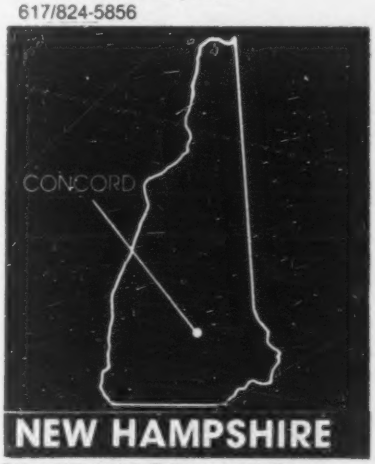
Lowell
Markham, Thomas F., Dir.
Econ. & Ind. Dev. Assoc.
15 Garden Rd., 01852
617/452-3703

New Bedford
Bergeron, Norman A., Econ. Dev. E.V.P.
Corp. of Gtr. New Bedford, Inc.
1213 Purchase St., 02740
617/997-6501

Pittsfield
Saint-Pierre, Donald E., Exec. Dir.
Berkshire Cty. Dev. Cmsn.
20 Elm St., 01201
413/499-4474

Springfield
Williamson, John S., Pres.
Springfield Econ. Dev. Corp.
1500 Main St., 01115
413/734-5671

Taunton
McAloon, William A., Exec. Dir.
Taunton Ind. Dev. Cmsn.
14 Merchants Ln., 02780
617/824-5856



STATE INFORMATION:

Financial assistance to industry:
Bonds for buildings
Bonds for pollution control
Aid for job training
Bonds for machinery & equipment
Mortgage guarantees

Tax rates:
Corporate income tax ..... 8¼ %
Personal income tax ..... none
Sales tax ..... none
Incorporation tax ..... $60 min. additional fee based on amount of authorized tax
Franchise tax ..... equals amount of original incorporation fee. $25 document filing fee effective
Gasoline tax ..... $.14/gal.

THE POWER BEHIND THIS UTILITY IS OUR SERVICE.

The day you start thinking about expanding or relocating to New Hampshire, you should be talking with Public Service of New Hampshire. Not only do we understand your needs, but we also know how best to get the electrical power to you without red tape. Lastly, we can provide economic data for the entire state — where it's been, and where the brightest minds in business and politics think it's going. Public Service of New Hampshire — when you're working with us, you'll have the power to control the process. Call Norm Cullerot, our Industrial Development Manager, at 603/669-4000. He'll show you the power of service from Public Service of New Hampshire.

PSNH

Circle 1 on Bingo Card

NEW HAMPSHIRE

Advanced education facilities:
- Four-year colleges & universities 17
- Two-year or junior colleges.....6
- Vocational & technical schools 10

Medical facilities:
- Hospitals 27
- Outpatient clinics (OC) 49
  - Day habilitation 17
  - Adult medical day care 3
  - Birthing center 1
  - Kidney dialysis 2

Labor analysis:
- Civilian labor force..... 541,630 (9/85)
- High school graduates 11,483 (6/84)
- Mfg. workers in unions..... 15.8% (est.)

For additional labor market information, contact Dept. of Employ. Security, 32 S. Main St., Concord, NH 03301, 603/224-7215

Environment controls:

Air pollution: Dennis R. Lunderville, Dir., Air Resources Agency, Health & Welfare Bldg., Hazen Dr., Concord, 03301, 603/271-4582

Water pollution: William A. Healy, Exec. Dir., Water Supply & Pollution Control Commission, P.O. Box 95, Hazen Dr., Concord, 03301, 603/271-3503

Hazardous waste: John Minichiello, Bureau Chief, Bureau of Hazardous Waste Mgt., New Hampshire Div. of Pub. Health Svcs., Hazen Dr., Concord, 03301, 603/271-4611

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
NEW HAMPSHIRE	920.6	982.4
Concord	30.4	NA
Manchester	90.9	94.7
Nashua	67.9	72.5
Portsmouth	26.3	28.3

New England County Metropolitan Areas (NECMAs)

	Census 1980	Estimate 1985
	—Thousands—	
Manchester-Nashua	275.0	295.3
Portsmouth-Dover-Rochester	275.7	302.5

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
NEW HAMPSHIRE		
121.0	41.5	8.37
Manchester		
15.7	40.4	8.18
Nashua		
36.3	41.2	10.02

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW HAMPSHIRE		
541.6	15.0	2.8
Manchester		
87.0	1.9	2.2
Nashua		
95.5	2.8	3.0

*preliminary figures

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
440.9	NA	NA
MANUFACTURING		
123.3	41.0	7.85
DURABLE GOODS		
82.5	41.5	8.09
Lumber & wood prods.-SIC 24		
5.3	40.2	6.26
Furniture & fixtures-SIC 25		
1.4	38.1	6.97
Stone, clay, & glass prods.-SIC 32		
2.9	42.5	7.64
Primary metal industries-SIC 33		
4.6	44.0	8.13
Fabricated metal products-SIC 34		
7.1	40.4	7.53
Machinery, except electrical-SIC 35		
24.1	43.9	8.66
Electric & electronic equip.-SIC 36		
26.7	40.3	8.39
Misc. mfg. industries-SIC 39		
2.1	41.6	6.07
NONDURABLE GOODS		
40.8	40.0	7.39
Food & kindred products-SIC 20		
2.9	41.7	9.20
Textile mill products-SIC 22		
4.2	39.9	6.69
Apparel & other textile prods.-SIC 23		
2.7	36.8	5.52
Paper & allied products-SIC 26		
5.6	47.6	9.17
Printing & publishing-SIC 27		
7.0	39.9	7.49
Leather & leather prods.-SIC 31		
7.5	34.8	5.39

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (M) = Manchester.

Concord 1 (M)
Manchester 1-6
Nashua 1 (M)
Portsmouth 1 (M)

Railroads

1. Boston & Maine Corp.

Airlines

2. Bar Harbor Airlines
3. Empire
4. Pilgrim Airlines
5. Precision Airlines
6. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Concord — 1e, 2g
Manchester -- 6e, 4g
Nashua — 6e, 3g
Portsmouth — 6e, 5g

1. Concord Electric Co.
   1 McGuire St., Box 1338, Concord 03301-1338
2. Concord Natural Gas Corp.
   66 N. Main St., Concord 03301
3. Gas Service, Inc.
   1260 Elm St., P.O. Box 329, Manchester 03105
4. Manchester Gas Co.
   1260 Elm St., P.O. Box 329, Manchester 03105
5. Northern Utilities, Inc.
   1075 Forest Ave., Portland, ME 04104
6. Public Service Co. of NH
   1000 Elm St., P.O. Box 330 Manchester 03105

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Sand & gravel (construction)	4,600	14,100
Stone:		
Crushed	850	2,700
Dimension	59	4,198
Combined value of other nonmetals		101
Total 1984 (preliminary)		21,099

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Concord	20	70	7482	353
Nashua	23	70	7081	351

DEVELOPMENT COUNSELORS:

State Development Agency

Guilderson, Paul H., Dir.
New Hampshire Off. of Ind. Dev.
P.O. Box 856, Prescott Park
105 Loudon Rd.
Concord, 03301
603/271-2591

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

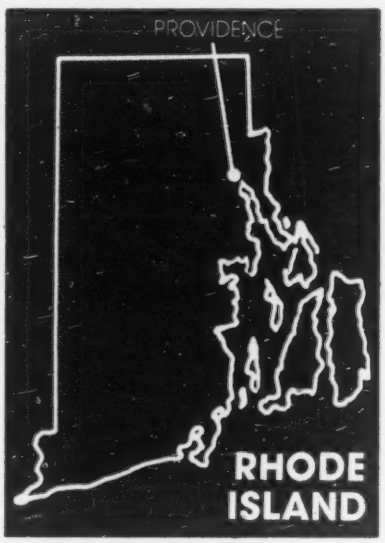
Berlin
Sherman, Roland H., C.I.D.
Econ. Dir., Asst. Treas. & Sec'y
Berlin Econ. Dev. Council (BEDCO)
P.O. Box 525, 03570
603/752-3319

Concord
Barrell, W. Dwight, C.I.D., Dir.
Econ. Dev. Dept., City of Concord
41 Green St., 03301
603/224-9937

Manchester
Cullerot, Norman, Ind. Dev. Mgr.
Public Service of N. Hampshire
100 Elm St., 03101
603/669-4000

Taylor, Jay E., V.P.
Gtr. Manchester Dev. Corp.
889 Elm St., 03101
603/624-2437

Portsmouth
Sheridan, Chistopher F., Econ. Dev. Dir.
Portsmouth Econ. Dev. Cmsn.
126 Daniel St., 03801
603/431-2000 Ext. 230



STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Confidential site location surveys
- Mortgage guarantees for buildings & equipment
- Low-cost financing for fixed-asset & working capital loans
- Tax-exempt & insured industrial revenue bonds
- SBA financing

Tax rates:
- Corporate income tax ..... 8% of net
- Personal income tax ..... 22.65% of federal
- Personal property tax ..... varies locally
- Sales tax 6%
- Franchise & incorp. tax $2.50/10M
- Gasoline tax .. 11% of wholesale price or $.13/gal., whichever higher

Advanced education facilities:
- Four-year colleges & universities 10
- Two-year or junior colleges 1
- Vocational & business schools 12

Medical facilities:
- Hospitals 20
- Clinics ..... NA

Labor analysis
- Civilian labor force 500,000
- High school graduates 12,000
- Mfg. workers in unions 11%

For additional labor market information, contact Dept. of Employ. Security, 24 Mason St., Providence, RI 02903

Environment controls:

Air & Water Pollution: Dept. of Environ. Mgt., 83 Park St., Providence, 02908, 401/277-2234

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	Thousands	
RHODE ISLAND	947.2	963.0
Coventry	27.1	NA
Cranston	72.0	72.2
Cumberland	27.1	NA
East Providence	51.0	51.4
Newport	29.3	NA
North Providence	29.2	NA
Pawtucket	71.2	72.4
Providence	156.8	153.7
Warwick	87.1	88.3
West Warwick	27.0	NA
Woonsocket	45.9	44.7

New England County Metropolitan Areas (NECMAs)

	Census 1980	Estimate 1985
	Thousands	
Providence-Pawtucket-Woonsocket	865.7	878.7

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
RHODE ISLAND		
120.2	40.2	7.61
Providence-Warwick-Pawtucket		
55.5	40.8	7.19
Providence		
75.8	41.3	7.74

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
RHODE ISLAND		
508.8	19.7	3.9
Pawtucket-Woonsocket-Attleboro		
139.1	7.7	5.5
Providence		
338.6	12.6	3.7

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Providence Warwick Pawtucket, RI/MA 6/85
Office, professional, & technical	
Payroll clerks	$ 6.71
Accounting clerks	6.56
File clerks	5.03
Typists	5.49
Key entry operators	6.03
Secretaries	7.94
Stenographers	7.00
Switchbd opr-recept's	5.71
Drafters	9.16
Electronics technicians	10.33
Computer operator	7.85
Computer programmers	10.70
Computer systems analysts	14.94
Maintenance & powerplant	
Carpenters	9.15
Electricians	10.66
Engineers, stationary	NA
Machinists	9.64
Mechanics (machinery)	10.03
Tool & die makers	11.81
Custodial & material movement	
Guards	4.57
Janitors, porters, & cleaners	4.90
Laborers, mat'l handling	6.52
Shippers & receivers	7.45
Truckdrivers	10.36
Forklift operators	7.50

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
412.2	NA	NA
MANUFACTURING		
120.6	40.9	7.23
DURABLE GOODS		
82.1	41.1	7.26
Lumber & furniture-SIC 24		
2.9	NA	NA
Stone, clay, & glass prods.-SIC 32		
1.8	41.6	9.09
Primary metal industries-SIC 33		
6.1	42.2	8.51
Fabricated metal products-SIC 34		
9.4	40.2	6.46
Machinery, except electrical-SIC 35		
6.2	43.1	9.17
Electric & electronic equip.-SIC 36		
12.4	40.4	6.64
Transportation equipment-SIC 37		
9.8	41.5	9.76
Instruments & related prods.-SIC 38		
5.0	42.7	7.13
NONDURABLE GOODS		
38.5	40.2	7.21
Food & kindred products-SIC 20		
3.4	38.4	6.40
Textile mill products-SIC 22		
11.1	40.8	7.37
Apparel & other textile prods.-SIC 23		
3.6	40.2	5.96
Paper & allied products-SIC 26		
2.7	41.2	6.59
Printing & publishing-SIC 27		
6.0	37.8	10.27
Chemicals & allied products-SIC 28		
3.1	40.7	9.53
Rubber & misc. plastics prods.-SIC 30		
6.3	40.3	7.39
Leather & leather prods.-SIC 31		
2.3	40.0	5.24

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (P) = Providence

Coventry (P)
Cranston 2 (P)
Cumberland 2 (P)
East Providence 2 (P)
Newport 2 (P)
North Providence (P)
Pawtucket 1, 2 (P)
Providence 1-10

Warwick (P)
West Warwick 2 (P)
Woonsocket 2 (P)

Railroads

1. Conrail
2. Providence & Worcester R.R. Co.

Airlines

3. American
4. Delta Connection
5. Eastern
6. People Express
7. Piedmont
8. Pilgrim Airlines
9. United
10. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Coventry — 2e, 4g
Cranston — 2e, 4g
Cumberland — 1e, 5g
East Providence — 2e, 4g
Newport — 3e, 4g
North Providence — 2e, 4g, 5g
Pawtucket — 1e, 4g, 5g
Providence — 2e, 4g
Warwick — 2e, 4g
West Warwick — 2e, 4g
Woonsocket — 1e, 5g

1. Blackstone Valley Electric Co.
   Washington Hwy., Box 1111, Lincoln 02865
2. Narragansett Electric Co.
   280 Melrose St., Providence 02901
3. Newport Electric Corp.
   12 Turner Rd., Box 4 128
   Middletown 02840-0011
4. Providence Gas Co.
   100 Weybosset St., Providence 02903
5. Valley Resources Inc.
   1595 Mendon Rd., Cumberland 02864

Water Resources

RI Water Resources Board
265 Melrose St.
Providence, 02907
401/277-2217

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Sand & gravel (construction)	950	W
Stone (crushed)	1,200	W
Total 1984 (preliminary)		9,086

* thousand short tons
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Providence	28	73	5908	574

DEVELOPMENT COUNSELORS:

State Development Agency

Fazzano, Louis A, Dir.
Rhode Island Dept. of Econ. Dev.
7 Jackson Walkway
Providence, 02903
401/277-2601

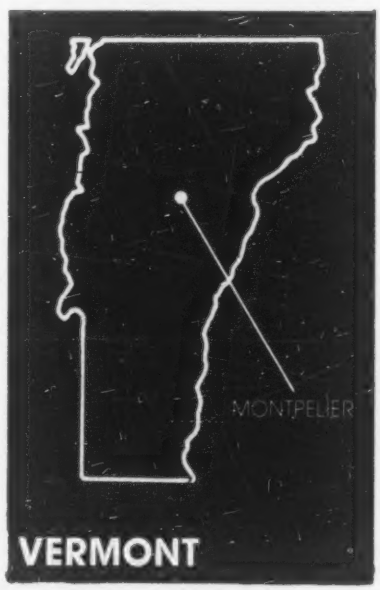
Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Pawtucket
Adams, Norman J., C.I.D., Pres. & CEO
North American Inds., Inc.
P.O. Box 348, 02862
401/725-6788

Saunderstown
Schmidt, Adolph T., C.I.D.
121 Prospect St., 02895
401/765-1640



STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Business consulting
- Direct loans
- Loan guarantees

Tax rates:
- Corporate income tax 6-9%
- Personal income tax .... 26% of federal
- Sales tax 4%
- Franchise & incorp. tax ..... graduated
- Inventory tax ..... varies locally
- Gasoline tax ..... $.13/gal.

Advanced education facilities:
- Four-year colleges & universities ... 23
- Two-year or junior colleges 5
- Vocational & business schools 16

Medical facilities:
- Hospitals 16
- Clinics 12

Labor analysis:
- Civilian labor force 281,900
- High school graduates 7,200

For additional labor market information, contact Dept. of Employ. and Training, P.O. Box 488, Green Mountain Dr., Montpelier, VT 05602, 802/828-3221

Environment Controls:

Air Pollution: Air Pollution Control, Environ. Engineering Div., Agency of Environ. Conservation, 79 River St., Montpelier, 05602

Water Pollution: Water Quality Div., Water Resources Dept., (same address as above)

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
VERMONT	511.5	533.4
Burlington	37.7	37.2

New England County Metropolitan Areas (NECMAs)

	Census 1980	Estimate 1985
	—Thousands—	
Burlington	120.1	126.0

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
VERMONT		
48.8	41.1	8.45
Burlington		
16.4	43.2	9.18
Springfield		
4.0	41.0	8.48

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
VERMONT		
277.9	11.3	4.1
Burlington		
76.1	2.5	3.3

*preliminary figures

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
214.8	NA	NA
MANUFACTURING		
48.7	40.6	8.03
DURABLE GOODS		
34.7	41.2	8.30
Lumber & wood prods.-SIC 24		
3.8	38.1	6.17
Furniture & fixtures-SIC 25		
1.9	41.9	6.64
Stone, clay, & glass prods.-SIC 32		
2.1	43.8	8.33
Fabricated metal products-SIC 34		
3.7	40.8	9.75
Machinery, except electrical-SIC 35		
4.9	42.0	8.41
Electric & electronic equip.-SIC 36		
12.9	43.1	8.82
NONDURABLE GOODS		
14.0	39.4	7.42
Food & kindred products-SIC 20		
2.5	41.3	6.84
Apparel & other textile prods.-SIC 23		
1.7	32.9	5.57
Paper & allied products-SIC 26		
2.6	40.6	9.18
Printing & publishing-SIC 27		
3.8	39.7	8.30
Rubber & misc. plastics prods.-SIC 30		
1.5	39.9	6.99

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following name of city designate agencies listed below.

Burlington 1-12

Railroads

1. Central Vermont Railway
2. Vermont Railway

Airlines

3. Bar Harbor Airlines
4. Brockway Air
5. Delta Connection
6. Empire
7. Pan Am Express
8. PBA-Provincetown-Boston
9. People Express
10. Pilgrim Airlines
11. United
12. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Burlington — 1e, 2g

1. Burlington Electric Dept.
   585 Pine St., Burlington 05401
2. Vermont Gas Systems, Inc.
   P.O. Box 467, Burlington 05402

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Sand & gravel (construction)	3,400	6,800
Stone:		
Crushed	1,400	6,000
Dimension	116	20,462
Combined value of talc and other nonmetals		42,867
Total 1984 (preliminary)		42,867

*thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Burlington	17	70	7953	379

DEVELOPMENT COUNSELORS:

State Development Agency

Harold, Roberta A., Econ. Dev. Dir.
Vermont Agency of Dev. & Comm. Affairs
Pavilion Off. Bldg.
Montpelier, 05602
802/828-3221

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Burlington
Behney, C. Harry, Exec. Dir.
Gtr. Burlington Ind. Corp.
P.O. Box 786, 7 Burlington Sq., 05402
802/862-5726

Rutland
Bienvenue, Paul A., Exec. Dir.
Southern Vt. Dev. Council, Inc.
P.O. Box 783, 05701
802/773-4333
Faris, Julia G., Exec. Dir.
Julia G. Faris, Inc.
12 Ave. B 05701
802/775-0625

White River Junction
Moulton, Patricia L., Exec. Dir.
Green Mountain Econ. Dev. Corp.
P.O. Box 246, 05001
802/295-3710

Winooski
Freiheit, Diana S.,
Winooski Comm. Dev. Corp.
27 W. Allen St., 05404
802/655-0773

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MIDDLE ATLANTIC

- NEW JERSEY
- NEW YORK
- PENNSYLVANIA

Regional Review

Recovery is always difficult. This is especially true in the Middle Atlantic region, a region that was hard hit by the last recession when industrial activity declined.

The region was expected to continue the population decline experienced in the 1970s; however, it is in fact growing. Since 1980 there has been an increase of 296,000, or a growth rate of .8% bringing the total population in the region up to 37.1 million. The region is diversifying into high technology, electronics, computers, and service industry. It is also gaining ground with financial services and tourism.

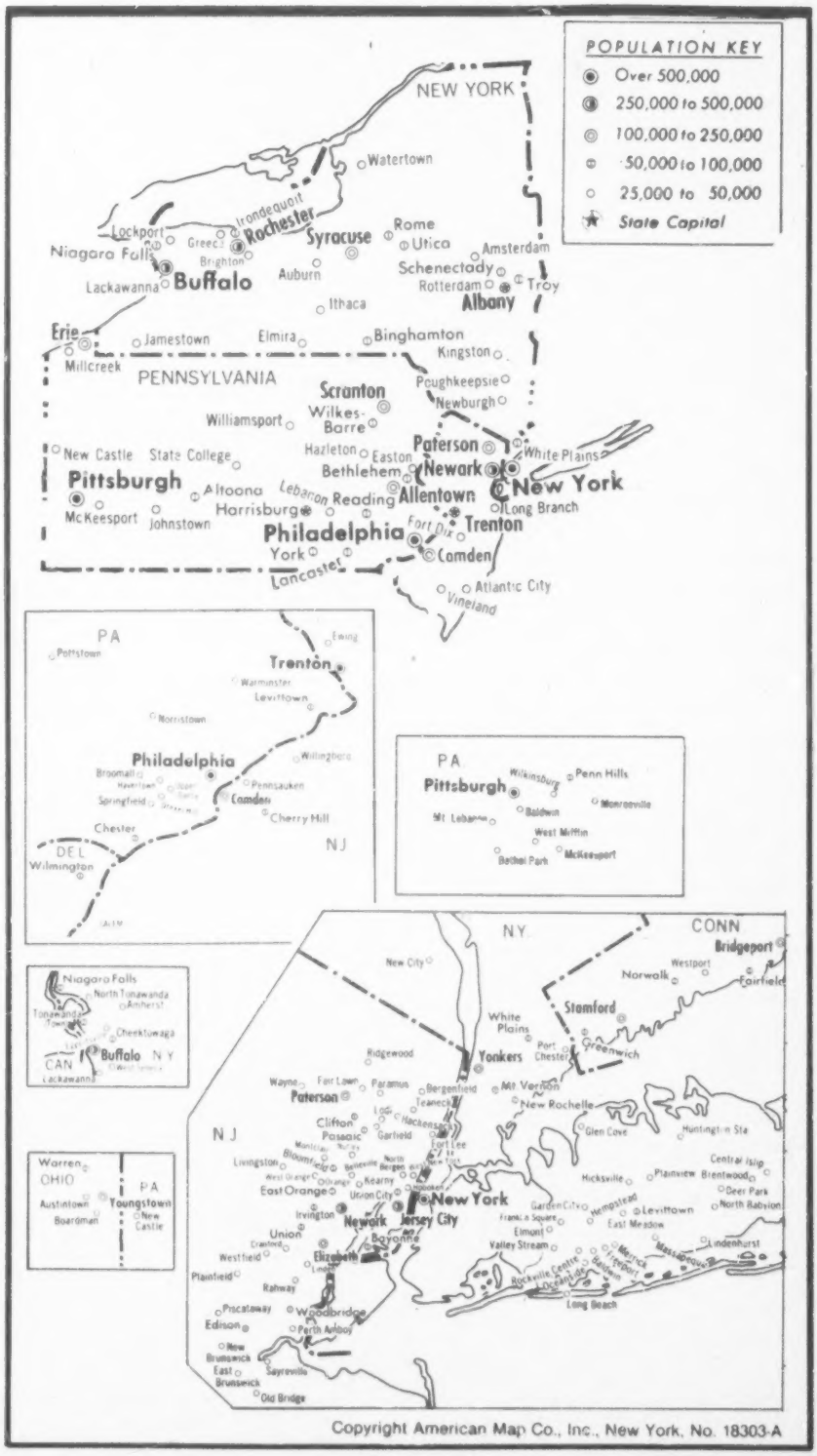
State by state, the picture is as follows.

New Jersey. The state is benefitting from the national trend away from metropolitan areas. Companies are finding they can be in close proximity to New York City and take advantage of its resources without the high taxes, utility costs, or municipal income tax.

One result from this trend is an extensive redevelopment program planned for the 18-mile waterfront stretch from West New York to south of Jersey City. Projects to be completed in the next ten years include Newport City, a 280-acre site with a 750,000 foot mall and 1,500 housing units at the entrance to the Holland Tunnel; and Romulus, a complex of apartments, townhouses and office spaces covering 360 acres in Weehawken.

Development is taking place in other parts of the state as well. In Elizabeth, the 90-acre Elizabeth Industrial Development Center is being constructed. In Cranford, Union College will spend $18 million over the next five years on capital projects and the developing of 16 new educational programs.

In 1985 the state was selected as the site



for an experimental $5.2-million Unemployment Insurance Reemployment Demonstration Project. The project, funded by the U.S. Department of Labor, provides assistance to workers displaced due to changes in market demands. Job assistance includes job search assistance, retraining for new jobs or relocation assistance, and incentive wage subsidies.

New York. For the first six months of 1985, New York City ranked second nationally in the total value of building permits issued, with a gain of 51.1% over the same period in 1984. The bulk of the new construction is taking place in Manhattan, though the boroughs of Brooklyn and Queens are being pitched by the city as good locations for back-office operations.

Outside of the New York metropolitan area, the older industrial areas of Buffalo, Rochester, Syracuse, and Albany are showing strength. Syracuse led the state in new jobs created, with 16,300 from 1982 to 1984. The Rensselaer Polytechnic Institute's industrial incubator project in Troy has been giving newly formed high-technology companies work space, services and consultation at a low cost. This incubator concept is being emulated elsewhere in the state; the Brooklyn Navy Yard Development Corporation is working with Brooklyn College on a similar installation.

Legislation passed by the state in 1985 included a shared-work program for unemployment insurance claimants. The program permits employers faced with laying off workers to reduce employee working hours instead, with the reduced paychecks being supplemented by unemployment insurance.

In addition, four western New York counties were awarded $4.2 million under the Job Training Partnership Act (JTPA), the largest single amount ever issued to the state in federal discretionary funds. This funding went to Erie, Niagara, Cattaraugus, and Allegheny counties, where manufacturing industries (mainly primary metal and machinery) have been cutting back and closing plants.

Pennsylvania. Schuykill County is undergoing what is hoped will be a reversal in the area. The region's main industry has been coal mining, and a by-product of that mining has been huge mountains of culm. Developers have announced plans to build up to 20 culm-burning power plants, which could supply as many as 440,000 typical, all-electric homes with the estimated one billion tons of culm.

In other parts of the state, the Capital Region Economic Development Corporation (CREDC) in 1985 initiated a new economic program entitled "Central Pennsylvania Business People" to assist executives searching for plant sites in central Pennsylvania. The program will give business executives virtually any type of information required on Perry, Dauphin, and Cumberland counties.

A $50-million state bond was issued in 1985 to award grants and loans to local sponsors who complete infrastructure improvements (e.g., energy facilities, sewer systems, water systems, and transportation facilities) for private companies. The program—Business Infrastructure Development (BID)—awards these grants when improvements result in an increase in either net market share or employment.

Conclusion. Contrary to some expectations, the Middle Atlantic region is holding its own against the steady national migration to the South and West. The region has shown modest population growth in the last year and continues an increase in construction due to its ability to change with the times and diversify its industries.□

STATE INFORMATION:

Financial assistance to industry:
- Industrial revenue bond financing
- Guaranteed loans
- Direct loans
- Tax abatement
- Pollution control financing

Tax rates:

Corporate income tax	9%
Personal income tax	2%-3.5%
Sales tax	6%
repealed sales tax on production machinery & equipment	
Incorporation filing fee	min. $75
Franchise tax	none
Inventory tax	none
Gasoline tax	$.08/gal.

Advanced education facilities:

Four-year colleges & universities	32
Two-year or junior colleges	19
Vocational & business schools	159

Medical facilities:

General hospitals	102
Special hospitals	22

Labor analysis:

Civilian labor force 3,852,000 (9/85)
High school graduates ... 81,547 (6/85)
For additional labor market information, contact Dept. of Labor, Div. of Planning & Research, CN 056, Trenton, NJ 08625 609/292-7376

Environment Controls:

Air pollution: Bureau of Air Pollution Control, CN 027, Trenton, 08625, 609/292-6704

Water pollution: State Dept. of Environ. Protection, Div. of Water Resources, Water Quality Management Element, CN 029, Trenton, 08625, 609/984-4428

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
NEW JERSEY	7,364.2	7,545.8
Atlantic City	40.2	37.4
Bayonne	65.0	63.0
Belleville	35.4	NA
Bergenfield	25.6	NA
Bloomfield Twp.	47.8	46.4
Brick Twp.	53.6	62.1
Bridgewater Twp.	29.2	NA
Camden	84.9	82.4
Cherry Hill Twp.	68.8	69.5
Clifton	74.4	74.0
Dover Twp.	64.5	73.4
East Brunswick Twp.	37.7	NA
East Orange Twp.	77.0	76.4
Edison Twp.	70.2	75.7
Elizabeth	106.2	105.8
Ewing Twp.	34.8	NA
Fair Lawn	32.2	NA
Fort Lee	32.4	NA
Franklin	31.4	NA
Garfield	26.8	NA
Gloucester Twp.	45.2	48.9
Hackensack	36.0	NA
Hamilton Twp.	82.8	84.1
Hoboken	42.5	41.1
Howell Twp.	25.1	NA
Irvington Twp.	61.5	61.2
Jackson Twp.	25.6	NA
Jersey City	223.5	217.5
Kearny	35.7	NA
Lakewood Twp.	38.5	NA
Linden	37.8	NA
Livingston Twp.	28.0	NA
Long Branch	29.8	NA
Manchester Twp.	28.0	NA
Middletown Twp.	62.6	68.4
Millville	NA	25.9
Montclair	38.3	NA
Neptune Twp.	28.4	NA
New Brunswick	41.4	41.0
Newark	329.2	313.4
North Bergen Twp.	47.0	47.2
Nutley	29.0	NA
Old Bridge Twp.	51.5	53.7
Orange	31.1	NA
Paramus	26.5	NA
Parsippany-Troy Hills Twp.	49.9	50.6

Area Wage Survey

Average straight-time hourly earnings

	Newark 1/85	Trenton 11/84	Paterson-Clifton-Passaic 6/85
Office, professional, & technical			
Payroll clerks	$ 8.45	7.24	8.34
Accounting clerks	8.34	7.25	7.55
File clerks	5.80	5.41	5.57
Typists	6.77	6.23	6.14
Key entry operators	7.45	6.70	7.09
Secretaries	10.11	8.94	9.22
Stenographers	9.43	8.32	NA
Swtichbd opr-receptionists	7.04	6.29	6.22
Drafters	11.74	11.40	9.93
Electronics technicians	12.37	12.03	12.44
Computer operators	9.95	9.01	8.11
Computer programmers	13.55	11.27	13.30
Computer systems analysts	17.45	15.91	17.46
Maintenance & powerplant			
Carpenters	12.07	10.79	12.28
Electricians	12.83	12.26	11.64
Engineers, stationary	13.28	11.26	13.03
Machinists	12.27	10.25	10.44
Mechanics (machinery)	11.17	11.63	10.95
Tool & die makers	12.09	NA	12.76
Custodial & material movement			
Guards	4.82	8.68	4.55
Janitors, porters & cleaners	5.32	8.42	5.89
Laborers, mat'l hdlg	6.87	NA	6.88
Shippers & receivers	8.65	7.85	8.07
Truckdrivers	12.07	9.97	10.27
Forklift operators	9.08	9.88	9.42

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Passaic	52.5	53.0
Paterson	138.0	134.6
Pemberton Twp.	29.7	NA
Pennsauken Twp.	33.8	NA
Perth Amboy	39.0	38.7
Piscataway Twp.	42.2	42.8
Plainfield	45.6	46.0
Rahway	26.7	NA
Ridgewood	25.2	NA
Sayreville	30.0	NA
Teaneck Twp.	39.0	NA
Trenton	92.1	91.4
Union City	55.6	56.1
Union Twp.	50.2	49.7
Vineland	53.8	54.7
Washington Twp. (Gloucester Cty.)	27.9	NA
Wayne Twp.	46.5	47.0
West New York	39.2	NA
West Orange	39.5	NA
Westfield	30.4	NA
Willingboro Twp.	39.9	NA
Woodbridge Twp.	90.1	92.3

Metropolitan Statistical Areas (MSAs)

	Census 1980 (Thousands)	Estimate 1985 (Thousands)
Allentown-Bethlehem, PA/NJ	636.7	654.6
Atlantic City	276.4	302.8
*Bergen-Passaic	1,293.0	1,281.1
*Jersey City	557.0	548.2
*Middlesex-Somerset-Hunterdon	886.0	920.0
*Monmouth-Ocean	849.0	932.2
*Newark	1,879.0	1,868.4
*Philadelphia, PA/NJ	4,716.8	4,770.0
*Trenton	307.9	312.4
*Vineland-Millville-Bridgeton	132.9	137.6
*Wilmington, DE/NJ/MD	524.1	535.6

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
NEW JERSEY		
727.9	40.9	9.80
Atlantic City		
8.2	38.4	8.22
Bergen-Passaic		
171.3	41.5	9.63
Camden		
76.1	40.5	9.95
Jersey City		
56.9	39.3	8.99
Middlesex-Somerset-Hunterdon		
113.2	42.2	10.83
Newark		
200.0	41.4	9.49
Trenton		
32.9	38.8	9.93

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW JERSEY -		
3,837.3	183.4	4.8
Atlantic City		
190.6	9.8	5.2

Bergen-Passaic		
731.4	32.3	4.4
Jersey City		
239.6	19.7	8.2
Middlesex-Somerset-Hunterdon		
554.0	20.0	3.6
Monmouth-Ocean		
443.1	17.0	3.8
Newark		
926.3	50.7	5.5
Trenton		
165.2	6.4	3.9
Vineland-Millville-Bridgeton		
53.5	4.2	7.9

*preliminary figures

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
3,338.7	NA	NA
MANUFACTURING		
729.4	41.1	9.50
DURABLE GOODS		
346.7	42.0	9.58
Lumber & wood prods.-SIC 24		
6.4	40.2	6.29
Furniture & fixtures-SIC 25		
13.0	40.2	7.62
Stone, clay, & glass prods.-SIC 32		
26.4	42.6	9.67
Primary metal industries-SIC 33		
21.7	44.0	9.50
Fabricated metal products-SIC 34		
51.4	41.9	9.42
Machinery, except electrical-SIC 35		
60.3	42.1	10.07
Electrical & electronic equip.-SIC 36		
94.0	41.7	9.53
Transportation equipment-SIC 37		
16.1	43.9	13.32
Instruments & related prods.-SIC 38		
33.3	42.1	10.16
Misc. mfg. industries-SIC 39		
24.1	40.5	7.18
NONDURABLE GOODS		
382.7	40.3	9.43
Food & kindred products-SIC 20		
47.1	41.4	10.10
Tobacco manufactures-SIC 21		
0.5	NA	NA
Textile mill products-SIC 22		
15.0	42.2	7.68
Apparel & other textile prods.-SIC 23		
51.5	33.8	6.23
Paper & allied products-SIC 26		
32.0	42.8	9.74
Printing & publishing-SIC 27		
62.7	39.0	9.83
Chemicals & allied products-SIC 28		
120.7	42.4	11.20
Petroleum & coal prods.-SIC 29		
10.1	45.7	14.60
Rubber & misc. plastics prods.-SIC 30		
38.9	41.8	7.59
Leather & leather prods.-SIC 31		
4.2	40.1	5.73

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (N) = Newark, (L) = New York (La Guardia).

Atlantic City 6, 7, 11, 16, 17, 19, 31-33
Bayonne 1 (N)
Belleville 1 (N)
Bergenfield 1 (L)
Bloomfield 1 (N)
Bridgewater Twp. (N)
Camden 1 (Phila., PA)
Cherry Hill Twp. (Phila., PA)
Clifton 1 (N)
Dover 1 (N)
East Brunswick Twp. 1 (N)
East Orange Twp. 1 (N)
Edison Twp. 1 (N)
Elizabeth 1 (N)
Ewing Twp. (Trenton)
Fair Lawn 1 (L)
Fort Lee (L)
Franklin 1, 3 (N)
Garfield 1 (N)
Gloucester Twp. 1 (Phila., PA)
Hackensack 1, 3 (L)
Hamilton Twp. (Trenton)
Hoboken 1 (N)
Irvington 1 (N)
Jersey City a, 1 (N)
Kearny 1 (N)
Lakewood Twp. 1 (Trenton)
Linden 1 (N)
Livingston Twp. (N)
Long Branch 1 (N)
Middletown Twp. 1 (N)
Montclair 1 (N)
New Brunswick 1 (N)
Newark 1, 2, 4, 5, 7-16, 18, 20-30, 34-39
North Bergen Twp. 1, 3 (N)
Nutley 1 (N)
Old Bridge Twp. 1 (N)
Orange 1 (N)
Passaic 1, 3 (N)
Paterson 1, 3 (N)
Perth Amboy 1 (N)

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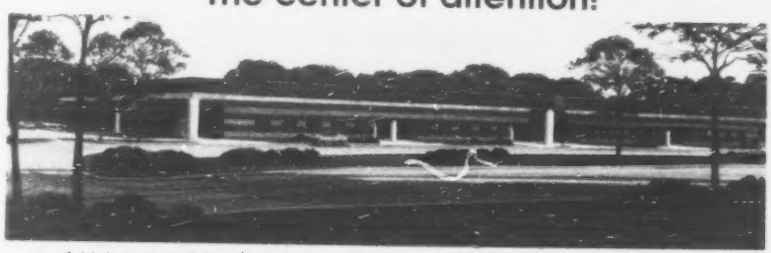

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NEW JERSEY

Plainfield 1 (N)
Rahway 1 (N)
Ridgewood 1 (L)
Sayreville (N)
Teaneck Twp. 1 (L)
Trenton 1, 7, 13, 36
Union City 1 (L)
Union Twp. 1 (N)
Vineland 1 (Atlantic City)
Washington Twp. 1 (Allentown, PA)
Wayne Twp. 3 (N)
Westfield 1 (N)
Woodbridge Twp. 1 (N)

Railroads

a. Chessie System Railroads
1. Conrail
2. Delaware & Hudson Railway Co.
3. New York, Susquehanna & Western

Airlines

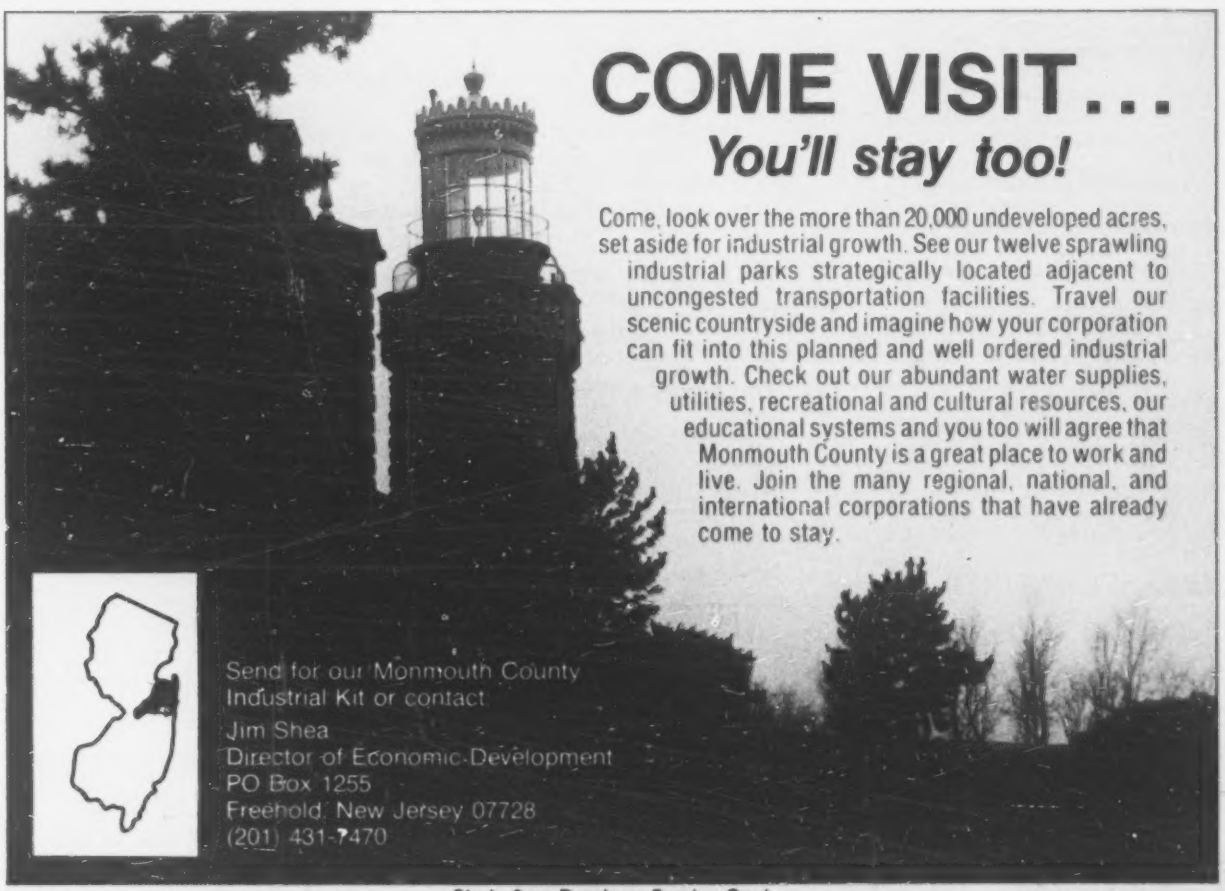
4. Air Jamaica
5. Air One
6. Air Ontario
7. Allegheny Commuter
8. American
9. American Eagle
10. Bahamasair
11. Brockway Air
12. Continental
13. Delta
14. Delta Connection
15. Eastern
16. Empire
17. Gulfstream
18. Holiday Airlines
19. Jet Express
20. Mall Airways
21. New York Air
22. New York Helicopter
23. Northwest
24. Pan American
25. PBA-Provincetown-Boston
26. People Express
27. Piedmont
28. Piedmont Commuter
29. Piedmont Regional
30. Quebecair
31. Resort Airlines
32. RIA
33. Southern Jersey
34. Tower Air
35. TWA
36. United
37. USAir
38. Virgin Atlantic Airways
39. World Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Atlantic City — 1e, 6g
Bayonne — 5eg
Belleville — 5eg
Bergenfield — 5eg
Bloomfield — 5eg
Brick Twp. — 3e, 4g
Bridgewater Twp. — 5eg
Camden — 5eg
Cherry Hill Twp. — 5eg, 6g
Clifton — 5eg
Dover Twp. — 3e, 4g
East Brunswick Twp. — 5eg
East Orange — 5eg
Edison Twp. — 5eg, 2g
Elizabeth — 5e, 2g
Ewing Twp. — 5eg
Fair Lawn — 5eg
Fort Lee — 5eg
Franklin — 3e, 5g
Garfield — 5eg
Gloucester Twp. — 1e, 5e, 6g
Hackensack — 5eg
Hamilton Twp. — 5e, 6g
Hoboken — 5eg
Howell Twp. — 3e, 4g
Irvington — 5eg
Jackson Twp. — 3e, 4g
Jersey City — 5eg
Kearny — 5eg
Lakewood Twp. — 3e, 4g
Linden — 5e, 2g
Livingston Twp. — 3e, 5g
Long Branch — 3e, 4g
Manchester Twp. — 3e, 4g
Middletown Twp. — 3e, 4g
Montclair — 5eg
Neptune Twp. — 3e, 4g
Newark — 5eg
New Brunswick — 5eg
North Bergen Twp. — 5eg
Nutley — 5eg
Old Bridge — 3e, 4g
Orange — 5eg
Paramus — 5eg
Parsippany-Troy Hills Twp. — 3e, 5g
Passaic City — 5eg
Paterson — 5eg
Pemberton Twp. — 3e, 5eg
Pennsauken Twp. — 5eg
Perth Amboy — 5e, 2g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Come, look over the more than 20,000 undeveloped acres, set aside for industrial growth. See our twelve sprawling industrial parks strategically located adjacent to uncongested transportation facilities. Travel our scenic countryside and imagine how your corporation can fit into this planned and well ordered industrial growth. Check out our abundant water supplies, utilities, recreational and cultural resources, our educational systems and you too will agree that Monmouth County is a great place to work and live. Join the many regional, national, and international corporations that have already come to stay.
Send for our Monmouth County Industrial Kit or contact
Jim Shea
Director of Economic Development
PO Box 1255
Freehold, New Jersey 07728
(201) 431-7470
Circle 3 on Brochure Service Card

Piscataway Twp. — 5eg
Plainfield — 5eg
Rahway — 5e, 2g
Ridgewood — 5eg
Sayreville — 3e, 5g
Teaneck Twp. — 5eg
Trenton — 5eg
Union City — 5eg
Union Twp. — 5e, 2g
Vineland — 1e, 7e, 6g
Washington Twp. — 1e, 4g, 5e, 6g
Wayne Twp. — 3e, 5g
West New York — 5eg
West Orange — 5eg
Westfield — 5e, 2g
Willingboro Twp. — 5eg
Woodbridge Twp. — 5e, 2g

1. Atlantic City Electric Co.
   1199 Black Horse Pike, Box 1264
   Pleasantville 08232
2. Elizabethtown Gas Co.
   1 Elizabethtown Pl., Elizabeth 07207
3. Jersey Central Power & Lt. Co.
   Madison Ave. at Punch Bowl Rd.
   Morristown 07960
4. New Jersey Natural Gas Co.
   1415 Wyckoff Rd., Wall 07719
5. Public Service Elec. & Gas Co.
   80 Park Plaza, P.O. Box 570, Newark
   07101
6. South Jersey Gas Co.
   N. 1 S. Jersey Pl., Rte. 54,
   Folsom 08037
7. Vineland Electric Utility
   City Hall, 7th & Wood Sts., Vineland
   08360

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	113	984
Gem stones	NA	1
Peat	6	132
Sand & gravel:		
Construction	8,100	26,100
Industrial	2,800	36,800
Stone (crushed)	13,200	75,000
Zinc — metric tons (recov. cont. of ores, etc.)	W	W
Combined value of magnesium compounds (1983), marl (greensand), stone (dimension), and values indicated by symbol W		16,607
Total 1984 (preliminary)		155,624

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F		Degree Days	
	Jan.	Jul.	Heating	Cooling
Atlantic City	32	74	5086	792
Jersey City	31	75	5285	854
Long Branch	32	74	5158	770
Newark	31	77	4972	1091
New Brunswick	30	75	5239	832
Plainfield	30	75	5253	863
Trenton	32	76	4950	983

DEVELOPMENT COUNSELORS:

State Development Agency

LeFevre, Kenneth C., Dpty. Cmsr.
N.J. Dept of Comm. & Econ. Dev.
CN 823, 1 W. State Street
Trenton, 08625
609/984-2324

Walsh, John F., Dpty. Dir.
N.J. Econ. Dev. Auth.
Capitol Place One, CN 990
Trenton, 08625
609/292-1800

Railroad & Water Carriers

(See Transportation Index, page 28.)

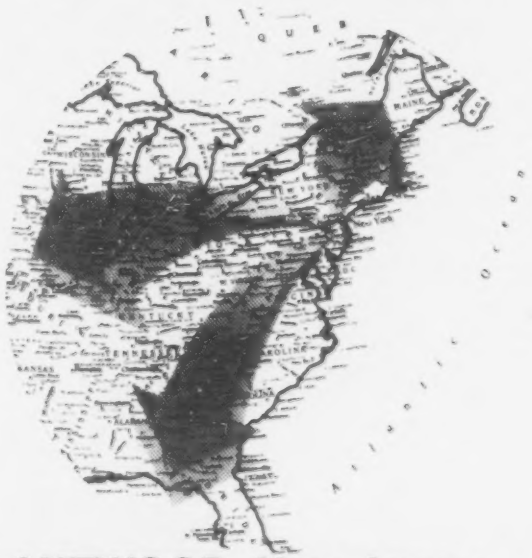
Areas & Others

Atlantic City
Bonitto-Doggett, Yvonne, Econ. Dev. Dir.
Atlantic Cty. Dept. Reg. Plng. & Dev.
1333 Atlantic Ave., 7th Fl., 08401
609/345-6700

Bridgeton
Rowan, Philip P.
Comm. & Econ. Dev. Dir.
City of Bridgeton
City Hall Annex, 08302
609/455-3230 Ext. 216

Bridgeport
Walters, Charles J., V.P.
Pureland Ind. Complex
603 Heron Dr., 08014
609/467-2333

To Sell on the East Coast You Should be Here!



LAKEWOOD, New Jersey

Your Gateway to the Marketplaces of the Eastern United States

From your manufacturing, assembly or distribution center in Lakewood you will have rapid access to 26 states of the U.S. with over 63% of America's industries and over 65% of the total U.S. population!

You can reach your customers from the major highways intersecting in Lakewood, you can reach them from the New York/Newark/Philadelphia airport complexes or you can reach them from our excellent rail links with the Midwest. Raw materials shipped by sea can come to you through the containerized ports of Newark, Elizabeth, New York and Philadelphia. Special financial incentives are now available to qualified manufacturing industries.

LAKEWOOD

in the heart of the Boston, New York, Philadelphia, Washington megalopolis.

For information on how to reduce your manufacturing/distribution costs on the East Coast by being in Lakewood, please contact:

Robert A. Young, Director
LAKEWOOD INDUSTRIAL COMMISSION
231 Third Street, Lakewood, N.J. 08701 (201) 364-2500

Circle 114 on Brochure Service Card

Edison
Rispoli, Anthony, R.E. Dept. Mgr.
Federal Business Centers
300 Raritan Ctr. Pkwy., 08818
201/225-2200

Elizabeth
Klopper, Ralph, Exec. Dir.
Union Cty. Econ. Dev. Corp.
399 Westfield Ave., 07208
201/527-1166

Freehold
Shea, James E.
County of Monmouth
25 E. Main St.
P.O. Box 1255, 07728-1255
201/431-7470

Lakewood
Young, Robert A., Ind. Dev. Dir.
Lakewood Ind. Cmsn.
231 3rd St., 08701
201/364-2500

Newark
Faiella, Alfred L., Exec. Dir.
Newark Econ. Dev. Corp.
744 Broad St., Ste. 2007, 07102
201/643-2790

Rio Grande
Childs, A. H., Exec. Dir.
Cape May Econ. Dev. Cmsn.
Terminal Bldg.
Cape May Cty. Airport, 08242
609/886-1755

Somerset
Varga, Julius A., Econ. Dev. Dir.
Franklin Twp.
475 DeMott Ln., 08873
201/873-2500 Ext. 281

Somerville
Williams, Richard E., Econ. Dev. Dir.
Somerset Cty.
P.O. Box 3000
Cty. Admin. Bldg., 08876
201/231-7129

Syreville
Letts, John F., Chmn.
Industrial Commission
Borough Hall, 167 Main St., 08872
201/257-3200

Toms River
Goetting, Keith J., Econ. Dev. Dir.
Ocean County
101 Hooper Ave., 08753
609/244-2121

Vineland
Snyder, William A., Exec. Dir.
Vineland Ind. Commission
City Hall, 08360
609/691-3000

Wayne
Ham, Arthur E., Exec. Dir.
Wayne Twp. Ind. Cmsn.
475 Valley Rd., 07470
201/694-1800 Ext. 203

West Orange
Shaw, Everett R., Exec. Dir.
Essex Cty. Econ. Dev. Corp.
443 Northfield Ave., 07052
201/731-2772

When you contact industrial developers listed in **PLANT LOCATION** *tell them where you saw their name*

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for buildings & equipment
- Bonds for pollution control
- Aid for job training
- Job Development Authority
- Urban Development Corporation
- Business Development Corporation
- Industrial Development Agencies

Tax rates:
- Corporate income tax 10%
- Personal income tax:
  - on earned income 2%-9½%
  - on unearned income 2%-13½%
- Sales tax .....4%-8¼% (varies locally)
- Incorporation fee ..... varies
- Franchise tax ..... same as income
- Inventory tax ..... none
- Gasoline tax ..... $.08/gal. + sales tax

Advanced education facilities:
- Four-year colleges & universities ..159
- Two-year or junior colleges 92
- Vocational & business schools ...1,100

Medical facilities:
- Hospitals 287
- Outpatient clinics attached to hospitals 166

Labor analysis:
- Civilian labor force 8,089,000 (1984)
- High school grads 205,901 (6/84)

For additional labor market information, contact Bureau of Labor Market Info., Dept. of Labor, Bldg. 12, State Campus, Albany, NY 12240, 518/457-3800

Environment controls:

Air pollution: Div. of Air, Dept. of Environ. Conservation, 50 Wolf Rd., Albany, 12233, 518/457-5618 (Bureau of Source Control)

Water Pollution: Div. of Water, Bureau of Wastewater Mgt. (same address as above), 518/458-5968

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
NEW YORK	17,557.3	17,915.5
Albany	101.7	101.4
Amherst Town	108.7	NA
Auburn	32.5	NA
Babylon Town	203.5	NA
Binghamton	55.9	54.8
Brighton Town	35.8	NA
Brookhaven Town	364.8	NA
Buffalo	357.9	339.1
Carmel	27.9	NA
Cheektowaga Town	109.4	NA
Clarkstown Town	77.1	NA
Clay Town	52.8	NA
Colonie Town	74.6	NA
Cortland Town	35.7	NA
De Witt Town	26.9	NA
Eastchester Town	32.6	NA
Elmira	35.3	34.5
Freeport	38.3	NA
Gates Town	29.8	NA
Glenville Town	28.5	NA
Greece Town	81.4	NA
Greenburgh Town	82.9	NA
Guilderland	26.5	NA
Hamburg Town	53.3	NA
Haverstraw Town	31.9	NA
Hempstead	40.4	42.3
Hempstead Town	738.5	NA
Henrietta Town	36.1	NA
Huntington Town	201.5	NA
Irondequoit Town	57.6	NA
Islip Town	298.9	NA
Ithaca	28.7	NA
Jamestown	35.8	NA
Lancaster Town	30.1	NA
Lindenhurst	26.9	NA
Long Beach	34.1	NA
Mamaroneck Town	29.0	NA
Manlius Town	28.5	NA
Mount Pleasant	39.3	NA
Mount Vernon	66.7	66.9
New Rochelle	70.8	71.8
New York City	7,071.0	7,161.4
Niagara Falls	71.4	66.1
North Hempstead Town	218.6	NA
North Tonawanda	35.8	NA
Orangetown Town	48.6	NA
Ossining Town	30.7	NA
Oyster Bay Town	305.8	NA
Penfield	27.2	NA
Perinton Town	41.8	NA
Pittsford Town	26.7	NA
Poughkeepsie	29.8	31.2
Poughkeepsie Town	39.5	NA
Ramapo Town	89.1	NA
Rochester	241.7	243.0
Rockville Centre	25.4	NA
Rome	43.8	43.7
Rotterdam Town	29.5	NA
Rye Town	38.9	NA
Salina Town	37.4	NA
Schenectady	68.0	67.3
Smithtown Town	116.7	NA
Southhampton Town	42.8	NA
Syracuse	170.1	164.4
Tonawanda Town	91.3	NA
Troy	56.6	55.8
Union Town	61.2	NA
Utica	75.6	72.7
Valley Stream	35.8	NA
Vestal Town	27.2	NA
Wappinger	26.8	NA
Watertown	27.9	NA
Webster	28.9	NA
West Seneca Town	51.2	NA
White Plains	47.0	45.6
Yonkers	195.4	191.1
Yorktown Town	32.0	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	—Thousands—	
Albany-Schenectady-Troy	836.0	863.5
Binghamton	263.0	268.3
*Buffalo	1,015.0	990.2

Choosing a site for a new manufacturing property is no game. It's a serious business. That's why you should capitalize now on a great opportunity to open a plant in a great place: Rochester, New York. We're offering a five-year discount of up to 25% on the energy portion of the electric bill to manufacturing facilities that move into, or expand in, the Rochester area.

There are so many more compelling reasons to move to Rochester. Tax incentives. Abundant energy. Our superb workforce. A wide selection of available sites. A bountiful supply of clear, clean water. And more.

So get on the board with successful Rochester-based companies like Kodak, Xerox, and Bausch & Lomb, *and* save up to 25% on electricity for five years.

Write Jack Clawson, Director of Area Development, Rochester Gas & Electric, 89 East Avenue, Rochester, New York 14649. Or call collect (716) 546-2700, ext. 4975.

RGE

GO TO ROCHESTER AND SAVE UP TO 25% ON ELECTRICITY

Circle 6 on Brochure Service Card

NEW YORK

Elmira	97.7	96.5
Glens Falls	109.6	115.6
*Nassau-Suffolk	2,605.8	2,686.3
*New York	8,275.0	8,391.1
*Niagara Falls	227.0	219.3
*Orange County	259.6	278.9
Poughkeepsie	245.1	262.0
Rochester	971.9	998.2
Syracuse	642.4	659.3
Utica-Rome	320.2	322.6

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
NEW YORK		
1,316.5	39.9	9.65
Albany-Schenectady-Troy		
52.5	39.9	9.55
Binghamton		
38.8	40.7	8.68
Buffalo		
79.2	42.5	12.34
Elmira		
6.6	40.0	9.21
Glens Falls		
9.6	39.8	9.44
Monroe County		
127.8	42.2	12.57
Nassau-Suffolk		
181.1	40.4	9.54
New York-PMSA		
509.6	37.4	8.80
New York City		
423.8	37.1	8.61
Niagara Falls		
24.5	41.3	12.27
Orange County		
15.1	37.6	7.27
Poughkeepsie		
33.6	42.3	8.81
Rochester		
150.8	42.0	11.58
Rockland County		
15.9	41.3	9.29
Syracuse		
57.2	40.8	10.99
Utica-Rome		
26.2	41.7	8.55
Westchester County		
68.5	39.2	10.16

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW YORK		
8,419.6	535.1	6.4
Albany-Schenectady-Troy		
418.2	20.5	4.9
Binghamton		
131.4	8.1	6.2
Buffalo		
444.6	30.1	6.8
Elmira		
36.5	3.2	8.6
Glens Falls		
50.2	3.1	6.2
Nassau-Suffolk		
1,476.7	67.7	4.6
New York		
3,826.9	283.2	7.4
New York City		
3,168.0	255.0	8.1
Orange County		
116.4	6.2	5.3
Poughkeepsie		
121.7	4.5	3.7
Rochester		
491.6	23.9	4.9
Syracuse		
317.5	17.8	5.6
Utica-Rome		
140.4	9.6	6.8

*preliminary figures

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
7,557.0	NA	NA
MANUFACTURING		
1,330.2	39.8	9.22
DURABLE GOODS		
737.6	41.5	10.03
Lumber & wood prods.-SIC 24		
14.1	39.7	7.10
Furniture & fixtures-SIC 25		
21.1	40.0	7.04
Stone, clay, & glass prods.-SIC 32		
32.2	41.8	10.23
Primary metal industries-SIC 33		
34.1	41.7	11.59
Fabricated metal products-SIC 34		
72.8	41.0	9.11
Machinery, except electrical-SIC 35		
157.0	41.6	10.43
Electric & electronic equip.-SIC 36		
161.5	41.3	8.76
Transportation equipment-SIC 37		
67.6	43.6	13.06

Area Wage Survey

Average straight-time hourly earnings

	Albany Schenectady Troy 9/85	Buffalo 10/84	New York NY/NJ 5/85	Nassau-Suffolk 8/85	Poughkeepsie Kingston Newburgh 9/84
Office, professional, & technical					
Payroll clerks $	8.80	6.66	9.13	7.77	6.86
Accounting clerks	7.51	6.15	8.38	7.28	6.32
File clerks	4.97	4.78	6.17	5.40	NA
Typists	6.84	5.99	6.88	5.79	NA
Key entry operators	7.31	6.58	7.70	6.92	6.54
Secretaries	9.43	8.31	10.53	9.59	6.83
Stenographers	9.04	7.66	8.60	NA	NA
Switchbd opr-receptionists	5.91	5.51	7.40	7.11	5.99
Drafters	11.48	9.79	11.51	10.75	9.82
Electronic technicians	12.34	10.73	13.49	9.68	NA
Computer operators	9.37	8.56	9.92	9.25	NA
Computer programmers (business)	12.12	11.19	14.56	13.01	NA
Computer systems analysts	17.00	14.01	19.38	17.32	NA
Maintenance & powerplant					
Carpenters	11.36	11.53	12.66	11.93	NA
Electricians	11.78	13.35	13.02	13.20	10.53
Engineers, stationary	12.31	12.83	14.65	14.32	NA
Machinists	11.91	12.12	14.05	14.08	11.22
Mechanics (machinery)	10.74	13.15	10.80	11.51	8.61
Tool & die makers	12.76	13.82	11.42	12.40	10.43
Custodial & material movement					
Guards	5.98	4.71	5.23	5.76	4.59
Janitors, porters, & cleaners	6.57	5.09	7.86	5.94	4.76
Laborers, material handling	9.66	10.12	9.31	8.14	9.69
Shippers & receivers	8.20	8.59	7.52	6.91	NA
Truckdrivers	11.10	11.25	12.18	12.29	9.57
Forklift operators	8.69	11.21	8.87	11.38	7.70

Instruments & related prods.-SIC 38		
126.2	41.6	10.80
Misc. mfg. industries-SIC 39		
51.1	37.9	7.36
NONDURABLE GOODS		
592.6	38.2	8.38
Food & kindred products-SIC 20		
81.9	40.9	9.17
Tobacco manufactures-SIC 21		
2.7	NA	NA
Textile mill products-SIC 22		
32.0	39.7	6.34
Apparel & other textile prods.-SIC 23		
145.1	34.5	6.54
Paper & allied products-SIC 26		
46.3	42.7	8.92
Printing & publishing-SIC 27		
159.3	37.7	11.62
Chemicals & allied prods.-SIC 28		
65.6	41.6	10.55
Petroleum & coal prods.-SIC 29		
5.6	NA	NA
Rubber & misc. plastics prods.-SIC 30		
31.9	40.3	7.78
Leather & leather prods.-SIC 31		
22.1	37.4	5.84

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (N) = New York (Kennedy, La Guardia & Newark airports).

Albany 3, 4, 20, 22, 27, 32, 38, 42, 45, 48, 64, 75, 77, 78, 81, 82, 86, 99, 100
Amherst Town (Buffalo)
Auburn 3 (Syracuse)
Babylon Town 5 (Islip)
Binghamton 3, 4, 6, 32, 37, 48, 75, 100
Brighton Town 3 (Rochester)
Buffalo 2-4, 7, 8, 20, 22, 32, 41, 45, 48, 64, 75, 77, 78, 86, 99, 100
Carmel (Poughkeepsie)
Cheektowaga Town 3 (Buffalo)
Clay Town 3
Colonie Town 3 (Albany)
Cortland Town 6 (Ithaca)
DeWitt Town 3 (Syracuse)
Eastchester Town (N)
Elmira 3, 32, 48, 75, 100
Freeport 5 (N)
Gates Town (Rochester)
Greece Town 3 (Rochester)
Guilderland Center 3, 4
Hamburg Town (Buffalo)
Haverstraw Town 3 (White Plains)
Hempstead 5 (N)
Huntington Town 5 (N)
Irondequoit Town (Rochester)
Islip Town 5, 20, 22, 42, 45, 48, 69, 80-82, 84, 99, 100
Ithaca 3, 32, 48, 75, 100
Jamestown 3, 20
Lancaster Town 3 (Buffalo)
Lindenhurst 5 (Islip)
Long Beach 5 (N)
Mamaroneck Town 3 (White Plains)
Manlius Town 3 (Syracuse)
Mount Vernon 3 (White Plains)
New Rochelle 3 (White Plains)
New York 2, 3, 5, 9-27, 29-36, 38-68, 70-95, 97-106
Niagara Falls 3, 4 (Buffalo)
North Tonawanda 3, 4 (Buffalo)
Ossining Town 3 (White Plains)
Oyster Bay Town 5 (N)
Pittsford 3
Poughkeepsie 32, 37, 38
Rochester 2, 3, 22, 28, 32, 45, 48, 64, 66, 75, 77, 78, 86, 99, 100
Rockville Centre 5 (N)
Rome 3 (Utica)
Rotterdam Town (Albany)
Rye Town 3 (White Plains)
Salina Town 3
Schenectady 3, 4 (Albany)
Smithtown Town 5 (Islip)
Southampton Town 5 (Islip)
Syracuse 3, 22, 32, 45, 48, 64, 75, 77, 86, 96, 98-100
Tonawanda Town 3 (Buffalo)
Troy 3, 4 (Albany)
Utica 3, 6, 48, 75
Valley Stream 5 (N)
Vestal Town 3 (Binghamton)
Wappinger (Poughkeepsie)
Watertown 3, 32, 48
Webster (Rochester)
West Seneca Town (Buffalo)
White Plains 3, 32, 32a, 38, 48, 64-66, 78, 80, 82, 86, 99
Yonkers 3 (White Plains)
Yorktown Town (White Plains)

Railroads

1. Boston & Maine Corp.
2. Chessie System Railroads
3. Conrail
4. Delaware & Hudson Railway Co.
5. Long Island Railroad Co.
6. New York, Susquehanna & Western
7. Norfolk Southern Corp.
8. Pittsburgh & Lake Erie R.R. Co.

Airlines

9. Aer Lingus
10. Aerolineas Argentinas
11. Aeromexico
12. Air Afrique
13. Air Atlanta
14. Air Canada
15. Air France
16. Air India
17. Air Jamaica
18. Alia
19. Alitalia
20. Allegheny Commuter
21. Alm-Antillean
22. American
23. American Eagle
24. Arrow Air
25. Avianca
26. Bahamas Air
27. Bar Harbor Airlines
28. Best Airlines
29. Braniff
30. British Airways
31. British Caledonian
32. Brockway Air
32a. Business Express
33. BWIA Int'l
34. CAAC
35. Catskill Airways
36. China Airlines
37. Colgan Airways
38. Command Airways
39. Continental
40. Czechoslovak Airlines
41. Delta
42. Delta Connection
43. Dominicana
44. East Hampton Aire
45. Eastern
46. Ecuatoriana
47. El Al
48. Empire
49. Finnair
50. Guyana Airways
51. Haiti Air
52. Holiday Airlines
53. Iberia
54. Icelandair
55. Japan Air Lines
56. Jet Express
57. KLM
58. Korean Air Lines
59. Kuwait Airways
60. Lan Chile
61. Long Island Airlines
62. Lot
63. Lufthansa
64. Mall Airways
65. Midway Airlines, Inc.
66. New York Air
67. New York Helicopter
68. Nigeria Airways
69. Northeastern Int'l
70. Northwest
71. Olympic
72. Ozark Air Lines
73. Pakistan Int'l
74. Pan American
75. Pan Am Express
76. PBA-Provincetown-Boston
77. People Express
78. Piedmont
79. Piedmont Commutor
80. Piedmont Regional
81. Pilgrim Airlines
82. Precision Airlines
83. Quebecair
84. Ransome Airlines
85. Regent Air
86. Republic
87. RIA
88. Royal Air Maroc
89. Sabena
90. SAS
91. Saudi Arabian Airlines
92. South African Airways
93. Swissair
94. TAP Air Portugal
95. Tarom
96. Torontair
97. Tower Air
98. TWA
99. United
100. USAir
101. Varig
102. Viasa
103. Virgin Atlantic Airways
104. Western Airlines
105. World Airways
106. Yugoslav Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below. e = electric g = gas

Albany — 11eg
Amherst Town — 11e
Auburn — 10eg
Babylon Town — 8eg
Binghamton — 10e, 3g
Brighton Town — 11e, 13eg
Brookhaven Town — 8eg
Buffalo — 11e, 9g
Carmel — 10e
Cheektowaga Town — 10e, 11e
Clarkstown Town — 12eg
Clay Town — 11e
Colonie Town — 11e

Cortlandt City — 11e, 10g
DeWitt Town — 11e, 15g
Eastchester Town — 4eg
Elmira — 10eg, 5g
Freeport — 6e
Gates Town — 13eg
Glenville Town — 11e
Greece Town — 13eg
Guilderland — 11e
Hamburg Town — 10e, 11e, 9g
Haverstraw Town — 12eg
Hempstead — 8eg
Hempstead Town — 8eg
Henrietta Town — 11e, 13eg
Huntington Town — 8eg
Irondequoit Town — 13eg
Islip Town — 8eg
Ithaca — 10eg
Jamestown — 7e, 11e, 9g
Lancaster Town — 10e, 9g
Long Beach — 8eg
Mamaroneck Town — 4eg
Manlius Town — 11e
Mount Vernon — 4eg
New Rochelle — 4eg
New York — 4eg, 8eg, 1g
Niagara Falls — 11e, 9g
North Tonawanda — 11e
Orangetown Town — 12eg
Ossining Town — 4eg
Oyster Bay Town — 8eg
Penfield — 13eg
Perinton Town — 13eg
Pittsford Town — 13eg
Poughkeepsie — 2eg
Poughkeepsie Town — 2eg
Ramapo Town — 12eg
Rochester — 2e, 13eg
Rockville Centre — 14e
Rome — 11eg
Rotterdam Town — 11e
Rye Town — 4eg
Salina Town — 11e
Schenectady — 11eg
Smithtown Town — 8eg
Southampton Town — 8eg
Syracuse — 11eg, 15g
Tonawanda Town — 11e, 9g
Troy — 11eg
Union Town — 10e, 3g
Utica — 11eg
Vestal Town — 10e, 3g
Wappinger — 2e
Watertown — 11eg
Webster — 13eg
West Seneca Town — 10e, 11e
White Plains — 4eg
Yonkers — 4eg
Yorktown Town — 10e

1. Brooklyn Union Gas Co.
   195 Montague St., Brooklyn 11201
2. Central Hudson Gas & Elec. Corp.
   284 S Ave., Poughkeepsie 12601
3. Columbia Gas of New York, Inc.
   200 Civic Center Dr., Columbus, OH 43216
4. Consolidated Edison Co. of NY
   4 Irving Pl., New York 10003
5. Corning Natural Gas Corp.
   27 E. Denison Pkwy., Box 58, Corning 14830
6. Freeport Electric Dept.
   220 W. Sunrise Hwy., Freeport 11520
7. Jamestown Bd. of Public Utilities
   200 E. Third St., Box 700, Jamestown 14702
8. Long Island Lighting Co.
   175 E. Old Country Rd., Hicksville 11801
9. National Fuel Gas Dist. Corp.
   10 Lafayette Sq., Buffalo 14203
10. NY State Elec. & Gas Corp.
    4500 Vestal Pkwy. E.
    Binghamton 13903
11. Niagara Mohawk Power Corp.
    300 Erie Blvd. W., Syracuse 13202
12. Orange and Rockland Utilities, Inc.
    One Blue Hill Pl., Pearl River 10965
13. Rochester Gas & Electric Corp.
    89 East Ave., Rochester 14649
14. Rockville Centre Electric Dept.
    Municipal Bldg., Rockville Centre 11571
15. Syracuse Suburban Gas Co.
    207 N. Center St., E. Syracuse 13057

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	551	2,699
Gem stones	NA	30
Lead — metric tons (recov. cont. of ores, etc.)	W	W
Peat	W	W
Salt	5,801	115,996
Sand & gravel (construction)	18,700	53,400
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	W	W
Stone:		
Crushed	33,800	139,000
Dimension	15	4,271
Zinc — metric tons (recov. cont. of ores, etc.)	W	W
Combined value of cement, clays (ball), emery, garnet (abrasive), gypsum, lime, talc, titanium concentrate (ilmenite)(1983), wollastonite and values indicated by symbol W		225,985
Total 1984 (preliminary)		541,381

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F Jan	Jul	Degree Days Heating	Cooling
Albany	21	71	6927	494
Binghamton	21	69	7344	330
Buffalo	24	71	6798	476
Elmira	24	70	6927	411
Ithaca	22	69	7177	328
Lockport	24	71	6753	475
New York City	32	77	4868	1089
Poughkeepsie	24	72	6366	591
Rochester	24	71	6713	531
Syracuse	23	71	6787	506
Watertown	18	70	7480	424

DEVELOPMENT COUNSELORS:

State Development Agency

Director
New York State Dept. of Comm.
One Commerce Plaza
Albany, 12245
518/474-4100

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Auburn
Mital, Vijay K.
City Plng. & Econ. Dev. Dir.
City of Auburn
City Hall, South St., 13021
315/253-1276

Binghamton
Knowlton, Richard D., Jr., C.I.D.
Ind. Dev. Mgr.
N.Y. State Elec. & Gas Corp.
4500 Vestal Pkwy. E., 13903
607/729-2551
Sweetland, Larry L., Dir.
Broome Cty. Ind. Dev. Agency
P.O. Box 1026, 13902
607/772-8212

Buffalo
Mowatt, John, Dir.
Erie County Comm. Dev.
95 Franklin St., 14202
716/846-7490
Stafford, Clarence D., Area Dev. Mgr.
National Fuel
10 Lafayette Sq., 14203
716/855-7983

Cortland
Teichman, Richard A., Jr., E.V.P.
Cortland Cty. Econ. Dev. Comm.
50 Main St., 13045
607/756-5005

Elizabethtown
Cronin, Thomas A., Mgr. Dir.
Essex Cty. Ind. Dev. Auth.
Church St., 12932
518/893-9226

Fairport
Egler, James T.
Consolidated Gas Trans. Corp.
580 Cross Keys Office Park 14450
716/223-5606

Glens Falls
Allston, Jack, Ind. Dev. Exec. Dir.
Adirondack Reg. Chamber of Comm.
169 Warren St., 12801
518/798-1761

Hudson
Lustiber, Adrienne, Dir.
Columbia Cty. Dev. & Promo. Dept.
414 Union St., 12534
518/828-3375

Kingston
Finkle, Stephen M., Exec. Dir.
Ulster Cty. Dev. Corp.
U.P.O. Box 3657, 12401
914/338-8840

Mineola
Cacciatore, Roy N., Cmsr.
Dept. of Commerce & Industry, Nassau County
1550 Franklin Ave., 11501
516/535-4160

New York
Dormer, Robert T., Pres.
N.Y. Job Dev. Auth.
3 Park Ave., 34th Fl., 10016
212/578-4150
Levine, Ted M., Pres.
Dev. Counselors Int'l
733 Third Ave., 10017
212/687-1383

Oriskany
Potocki, Rodger P., Exec. V.P.
Oneida Cty. Ind. Dev. Corp.
Oneida Cty. Airport, 13424
315/736-0888

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☐ Send me Industrial and Business Cost Guides

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COMPANY _____

NUMBER/STREET _____

CITY _____ STATE _____ ZIP _____

TELEX _____ TELEPHONE _____

Mail to:
Richard D. Knowlton, Manager—Industrial Development
New York State Electric & Gas Corporation
4500 Vestal Parkway East, Binghamton, NY 13903

PL488

Oswego
Treadwell, L. Michael
Area Ind. Dir.
Operation Oswego Cty. Inc.
P.O. Box 4067, 13126
315/343-1545

Plattsburgh
Lapham, Francis A., Exec. Dir.
Clinton Cty. Area Dev. Corp.
Air Industrial Park, 12901
518/563-3100

Rochester
Clawson, John W., Area Dev. Dir.
Rochester Gas & Elec. Corp.
89 East Ave., 14649
716/546-2700 Ext. 4975
DeRitis, Joseph C., Admin. Dir.
Monroe Cty. Ind. Dev. Agency
183 E. Main St., Suite 929, 14604
716/232-1192

Syracuse
Krietor, David, Econ. Dev. V.P.
Syracuse Chamber of Comm.
100 E. Onondaga St., 13202
315/470-1343

Troy
Hill, Linda J., Ind. Rep.
Ind. Dev. Agency Renssaeler Cty.
County Office Bldg., 12180
518/270-2921

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■ Williamsport-Lycoming Chamber of Commerce
454 Pine Street
Williamsport, PA 17701

Circle 14 on Brochure Service Card

STATE INFORMATION:

Financial assistance to industry:

- Penn. Capital Loan Fund (PCLF) — Loans to small bus. in mfg., ind., and/or advanced tech. operations for land, bldgs., machinery & equip., & working capital
- Penn. Ind. Dev. Authority (PIDA) — Long-term, low-interest loans to mfg. or ind. bus. Rates from 4.5% to 10.5%.
- Revenue Bond & Mortgage Program — Tax-exempt financing to acquire land, bldgs., machinery & equip.
- Customized Job Training (CJT) — Funds for individualized vocational training
- Penn. Minority Bus. Dev. Authority (PMBDA) — Managerial technical & loan assistance for minority bus.
- Ben Franklin Partnership — Links state, private, & educational resources
- Site Dev., Community Facilities, & Bus. Infrastructure Dev. (BID) programs — Grants and/or loans to improve infrastructure needed for bus. growth & expansion
- Employee Ownership Assistance Program — financial assistance to employee ownership groups to convert mfg. or ind. firms into employee-owned enterprises or to improve existing employee-owned companies.
- Credit for Net Operating Losses (NOLs)
- Accelerated Cost Recovery System
- Employee tax incentives
- Deductions allowed on corporate net income tax

Tax rates:

Corporate income tax	9.5%
Personal income tax	2.2% flat rate (eff. 1/86)
Sales tax	6%
Incorporation tax	NA
Franchise tax	10 mills on fixed formula with some statutory exemptions
Inventory tax	none
Gasoline tax	$.12/gal.

Advanced education facilities:

Four-year colleges & universities	115
Two-year or junior colleges	23
Vocational or business schools	80

Medical facilities:

Hospitals	301
Clinics	NA

Labor analysis:

Civilian labor force..... 5,670,000 (9/85)
High-school grads..... 132,412 (1984)

For additional labor market information, contact Office of Employ. Security, Penn. Dept. of Labor & Industry, 2971 N. 7th St., Harrisburg, PA 17121, 717/783-3270

Environment controls:

Air pollution: Pennsylvania Dept. of Environ. Resources, Bur. of Air Quality, Fulton Bldg., P.O. Box 2063, Harrisburg, 17120, 717/787-9702

Water pollution: Pennsylvania Dept. of Environ. Resources, Bur. of Water Quality Mgt., (same address and phone as above)

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
PENNSYLVANIA	11,866.7	11,965.4
Abington Twp.	59.1	58.9
Allentown	103.8	104.7
Altoona	57.1	55.2
Bensalem Twp.	52.4	57.1
Bethel Park	34.8	NA
Bethlehem	70.4	70.0
Bristol Twp.	58.7	59.6
Cheltenham Twp.	35.5	NA
Chester	45.8	43.8
Easton	26.0	26.1
Erie	119.1	118.6
Falls Twp.	36.1	NA
Harrisburg	53.3	52.0
Haverford Twp.	52.3	51.7
Hazleton	27.3	26.5
Hempfield Twp.	43.4	44.5
Johnstown	35.5	33.6
Lancaster	54.7	56.3
Lebanon Twp.	25.7	26.5
Lower Merion Twp.	59.7	59.6
Lower Paxton Twp.	34.8	NA
Manheim Twp.	26.0	NA
McCandless Twp.	26.3	NA
McKeesport	31.0	28.5
Middletown Twp.	34.2	NA
Millcreek Twp.	44.3	45.9
Monroeville	31.0	NA
Mount Lebanon Twp.	34.4	NA
New Castle Twp.	33.6	NA
Norristown	34.7	34.3
Northampton Twp.	27.4	NA
North Huntingdon Twp.	31.5	NA
Penn Hills Twp.	57.6	55.6
Philadelphia	1,688.2	1,625.9
Pittsburgh	423.9	397.9
Plum	25.4	NA
Radnor Twp.	27.7	NA
Reading	78.7	78.1
Ridley Twp.	33.8	NA
Ross Twp.	35.1	NA
Scranton	88.1	83.7
Shaler Twp.	33.7	NA
Springfield Twp.	25.3	NA
State College	36.1	34.7
Upper Darby Twp.	84.1	83.5
Upper Moreland Twp.	25.9	NA
Warminster Twp.	35.5	NA
West Mifflin	26.3	NA
Wilkes-Barre	51.6	50.0
Williamsport	33.4	32.9
York	44.6	44.1

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	—Thousands—	
Allentown-Bethlehem, PA/NJ	636.7	654.6
Altoona	136.6	136.4
*Beaver County	204.0	201.5
Erie	279.8	285.6
Harrisburg-Lebanon-Carlisle	555.0	575.6
Johnstown	264.5	263.9
Lancaster	362.3	382.8
*Philadelphia, PA/NJ	4,716.8	4,770.0
*Pittsburgh	2,219.0	2,175.0
Reading	312.5	321.8
Scranton-Wilkes-Barre	729.0	737.1
Sharon	128.3	128.7
State College	112.8	116.0
Williamsport	118.4	119.9
York	381.3	397.6

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

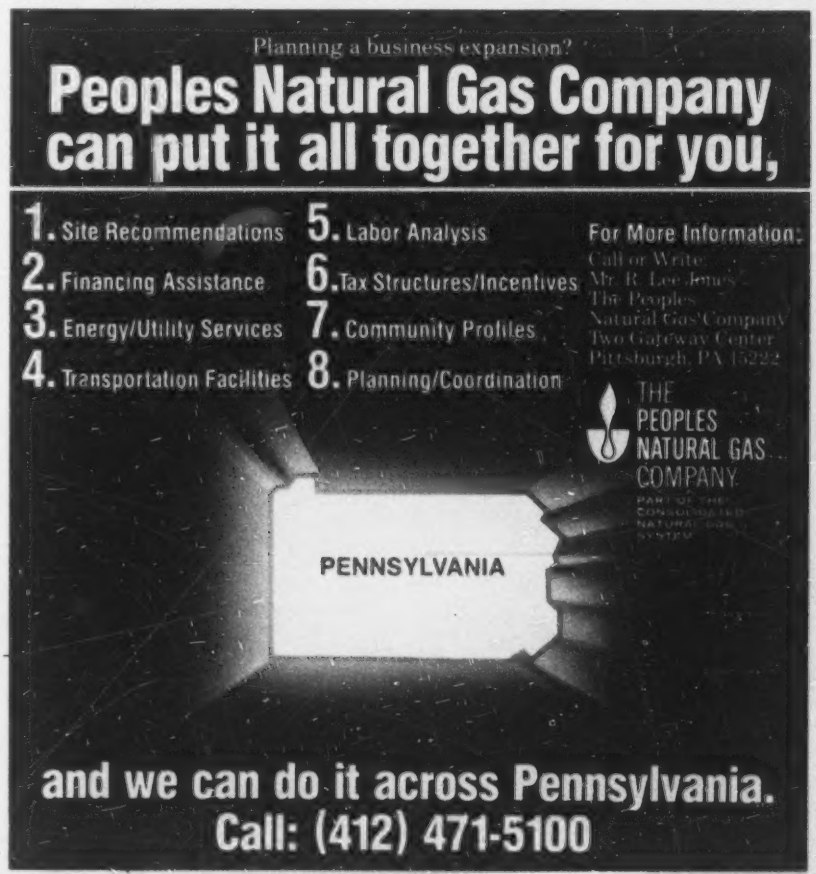
Employment Thousands	Weekly Hours	Hourly Earnings $
PENNSYLVANIA		
1,077.7	40.0	9.57
Allentown-Bethlehem-Easton		
86.6	39.6	10.28
Altoona		
11.3	39.8	8.18
Beaver County		
14.4	37.7	11.43
Delaware Valley		
313.4	39.8	9.97
Erie		
36.2	42.3	10.21
Harrisburg-Lebanon-Carlisle		
51.9	39.7	9.21
Johnstown		
12.2	38.8	8.10
Lancaster		
56.6	40.4	9.28
Philadelphia PMSA		
389.2	39.9	9.98
Pittsburgh		
137.3	40.5	11.02
Reading		
50.1	40.6	9.75
Scranton-Wilkes-Barre		
74.8	38.0	8.11
Williamsport		
15.3	40.0	8.72
York		
58.7	40.8	8.84

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
PENNSYLVANIA		
5,596.6	394.4	7.1
Allentown-Bethlehem		
320.6	24.1	7.5
Altoona		
58.5	5.2	8.8
Beaver County		
79.2	10.8	13.6



Circle 10 on Brochure Service Card

Area Wage Survey

Average straight-time hourly earnings

	Philadelphia PA/NJ 11/84	Pittsburgh 1/85	York 1/85	Northeast Pennsylvania 8/85
Office, professional, & technical				
Payroll clerks	$ 7.51	8.03	6.69	8.22
Accounting clerks	6.93	7.31	6.10	5.86
File clerks	5.15	5.81	5.35	5.13
Typists	6.50	6.78	6.90	6.41
Key entry operators	6.64	7.00	5.79	5.58
Secretaries	9.17	9.23	7.70	7.34
Stenographers	8.91	8.72	7.89	6.81
Swtichbd opr-receptionists	6.17	6.44	5.75	5.45
Drafters	9.93	11.69	9.45	7.56
Electronics technicians	12.20	13.18	12.13	12.49
Computer operators	8.68	8.84	7.09	7.62
Computer programmers (business)	12.47	11.96	9.78	10.37
Computer systems analysts	15.43	15.33	13.14	16.49
Maintenance & powerplant				
Carpenters	13.78	12.15	10.84	8.61
Electricians	12.81	13.19	11.69	10.58
Engineers, stationary	12.31	13.07	12.89	11.29
Machinists	12.80	13.14	11.13	9.92
Mechanics (machinery)	11.48	13.13	10.80	9.73
Tool & die makers	12.61	13.20	12.15	11.15
Custodial & material movement				
Guards	4.27	4.57	4.76	4.16
Janitors, porters & cleaners	6.42	5.25	6.92	4.82
Laborers, mat'l handling	9.45	9.53	8.96	10.54
Shippers & receivers	9.17	9.76	7.51	7.52
Truckdrivers	11.11	11.84	9.50	9.66
Forklift operators	9.85	10.96	8.71*	9.90

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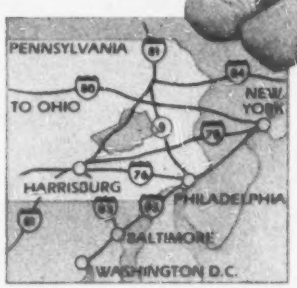

SCIDA
Schuylkill County
Industrial Development Authority
201 East Laurel Boulevard
P.O. Box 1020—Pottsville, PA 17901
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Circle 12 on Brochure Service Card

Erie		
126.5	9.2	7.3
Harrisburg-Lebanon-Carlisle		
317.3	13.5	4.3
Johnstown		
101.4	9.8	9.6
Lancaster		
201.2	7.3	3.6
Philadelphia		
2,283.6	128.4	5.6
Pittsburgh		
970.8	78.7	8.1
Reading		
168.8	11.4	6.8
Scranton-Wilkes-Barre		
346.6	27.2	7.9
Sharon		
48.6	4.0	8.3
State College		
57.8	3.4	5.9
Williamsport		
52.3	3.9	7.4
York		
192.6	12.0	6.2

*preliminary figures

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
4,647.0	NA	NA
MANUFACTURING		
1,119.8	40.2	9.28
DURABLE GOODS		
644.8	41.5	10.22
Lumber & wood prods.-SIC 24		
22.1	40.2	7.45
Furniture & fixtures-SIC 25		
20.3	40.2	7.78
Stone, clay & glass prods.-SIC 32		
48.9	41.8	9.78
Primary metal industries-SIC 33		
118.3	40.8	11.95
Fabricated metal products-SIC 34		
90.5	41.8	9.80
Machinery, except electrical-SIC 35		
114.2	42.3	10.45
Electric & electronic equip.-SIC 36		
108.3	41.5	9.39
Transportation equip.-SIC 37		
64.1	42.0	11.77
Instruments & related prods.-SIC 38		
37.3	41.6	9.21
Misc mfg. industries-SIC 39		
20.9	40.2	8.51
NONDURABLE GOODS		
475.0	38.5	7.96
Food & kindred products-SIC 20		
89.9	39.8	8.92
Tobacco manufactures-SIC 21		
2.3	39.0	5.68
Textile mill products-SIC 22		
34.1	38.3	6.30
Apparel & other textile prods.-SIC 23		
113.9	34.3	5.67
Paper & allied products-SIC 26		
41.1	42.4	8.97
Printing & publishing-SIC 27		
72.6	39.4	9.75
Chemicals & allied products-SIC 28		
58.7	42.4	10.71
Petroleum & coal prods.-SIC 29		
12.8	43.7	12.63
Rubber & misc. plastics prods.-SIC 30		
36.7	41.3	8.13
Leather & leather prods.-SIC 31		
12.9	36.1	5.40

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Abington Twp. (Philadelphia)
Allentown 3, 4, 8, 20, 25, 38, 43, 44
Altoona 3, 8
Bethel Park (Pittsburgh)
Bethlehem 3, 4 (Allentown)
Bristol Twp. 3 (Philadelphia)
Cheltenham Twp. (Philadelphia)
Chester 2, 3 (Philadelphia)
Easton 3 (Allentown)
Erie 1, 3, 5, 34, 37, 41, 44
Harrisburg 3, 4, 8, 9, 37, 38, 42-44
Haverford Twp. 3 (Philadelphia)
Johnstown 2, 3, 8
Lancaster 3, 8
Lebanon Twp. 3 (Harrisburg)
Manheim Twp. 3 (Lancaster)
McCandless Twp. (Pittsburgh)
McKeesport 1-3, 6 (Pittsburgh)
Middletown Twp. 3 (Harrisburg)
Monroeville (Pittsburgh)
New Castle Twp. 2, 3, 6 (Pittsburgh)
Norristown 3 (Philadelphia)
Northampton Twp. (Allentown)
Philadelphia 2, 3, 4, 7-13, 15-17, 21, 23-28, 30-33, 36, 37, 39-45
Pittsburgh 2, 3, 5, 6, 8, 9, 14, 15, 18-20, 22, 23, 25, 29, 33, 35, 36, 41-44
Reading 2, 3, 8
Ridley Twp. 2, 3 (Philadelphia)
Scranton 3, 4 (Wilkes-Barre)
Springfield Twp. 3 (Philadelphia)
State College 8
Upper Darby Twp. (Philadelphia)
Warminster Twp. (Philadelphia)
West Mifflin (Pittsburgh)
Wilkes-Barre 4, 8, 16, 25, 38, 44
Williamsport 3, 8
York 2, 3 (Harrisburg)

Railroads

1. Bessemer & Lake Erie R.R. Co.
2. Chessie System Railroads
3. Conrail
4. Delaware & Hudson Railway Co.
5. Norfolk Southern Corp.
6. Pittsburgh & Lake Erie R.R. Co.

Airlines

7. Air Jamaica
8. Allegheny Commuter
9. American
10. American Eagle
11. Arrow Air
12. Bar Harbor Airlines
13. Best Airlines
14. Bradford Air Trans
15. British Airways
16. Brockway Air
17. Business Express
18. Christman Air System
19. City Express
20. Colgan Airways
21. Continental
22. Cumberland Airlines
23. Delta
24. Delta Connection
25. Eastern
26. Lufthansa
27. Mexicana
28. Midway Airlines, Inc.
29. Nordair
30. Northeastern Int'l
31. Northwest
32. Ozark Airlines
33. Pan American
34. Pan Am Express
35. People Express
36. Piedmont
37. Piedmont Commuter
38. Piedmont Regional
39. Pilgrim Airlines
40. Precision Airlines
41. Republic
42. TWA
43. United
44. USAir
45. Wings Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Abington Twp. — 12eg, 8g
Allentown — 9e, 14g
Altoona — 7e, 11g
Bensalem Twp. — 12g
Bethel Park — 2e, 15e, 1g, 3g
Bethlehem — 9e, 14g
Bristol Twp. — 12eg
Cheltenham Twp. — 12eg
Chester — 12eg
Easton — 4e, 14g, 16g

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CLG
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PENNSYLVANIA

Erie — 7e, 5g
Harrisburg — 9e, 14g
Haverford Twp. — 12eg
Hazleton — 9e, 14g
Hempfield — 11g
Johnstown — 7e, 11g
Lancaster — 9e, 14g
Lebanon — 4e, 14g
Lower Merion Twp. — 12g
Lower Paxton Twp. — 14g
Manheim Twp. — 9e, 14g
McCandless Twp. — 2e, 1g, 3g
McKeesport — 2e, 3g
Millcreek Twp. — 8g
Monroeville — 2e, 3g, 11g
Mt. Lebanon Twp. — 2e, 1g, 3g
New Castle — 10e, 1g
Norristown — 12eg
Northampton Twp. — 9e, 12g, 14g
North Huntington Twp. — 1g, 3g
Penn Hills Twp. — 2e, 11g
Philadelphia — 12e, 13g
Pittsburgh — 2e, 1g, 3g, 11g
Plum — 2e, 3g
Radnor Twp. — 12eg
Reading — 4e, 14g
Ridley Twp. — 12eg
Ross Twp. — 14e, 1g, 3g
Scranton — 9e, 8g
Shaler Twp. — 2e, 3g
Springfield Twp. — 12eg, 6g
State College — 15e, 1g
Upper Darby Twp. — 12eg
Upper Moreland Twp. — 12g
Warminster Twp. — 12eg
West Mifflin — 2e, 1g, 3g
Wilkes-Barre — 9e
Williamsport — 9e, 8g
York — 4e, 1g

1. Columbia Gas of PA Inc.
   200 Civic Center Dr., Columbus, Ohio 43216
2. Duquesne Light Co.
   One Oxford Ctr., 301 Grant St. Pittsburgh 15279
3. Equitable Gas Co.
   420 Blvd. of the Allies, Pittsburgh 15219
4. Metropolitan Edison Co.
   2800 Pottsville Pike, Muhlenberg Twp., Berks Co.; P.O. Box 542, Reading 19640
5. National Fuel Gas Dist. Corp.
   10 Lafayette Sq., Buffalo, NY 14203
6. North Penn Gas Co.
   76-80 Mill St., Port Allegany 16743
7. Pennsylvania Electric Co.
   1001 Broad St., Johnstown 15907
8. Pennsylvania Gas & Water Co.
   39 Public Square, Wilkes-Barre 18711
9. Pennsylvania Power & Light Co.
   2 N. 9th St., Allentown 18101
10. Pennsylvania Power Co.
    1 E. Washington St., Box 891, New Castle 16103
11. Peoples Natural Gas Co.
    2 Gateway Center, Pittsburgh 15222
12. Philadelphia Electric Co.
    2301 Market St., Philadelphia 19101
13. Philadelphia Gas Works
    1800 No. 9th St. Philadelphia 19122
14. UGI Corp.
    Box 858, Irwin Bldg., Rt. 363 Valley Forge, 19482
15. West Penn Power Co.
    Cabin Hill, Greensburg 15601

The Oil City area is what you and your employees need for better business. Our central location provides a relaxed working environment in a picturesque setting. It also provides convenience and proximity to many shopping and recreational facilities. The public, private, and continuing educational facilities contribute to the community's vitality. Don Grimm, General Manager of the Hills Department Store, says, "Our store continues to set new sales records and yet my family and I still have time to be involved in local activities."
FIND OIL CITY FOR YOUR BUSINESS
OilCityArea
Contact
Oil City Economic Development Corporation
Transit Annex Mall • P.O. Box 276
Oil City, Pennsylvania 16301
Telephone (814) 677-0892
Circle 111 on Brochure Service Card

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	5,600	240,000
Masonry	295	19,480
Clays (excl. kaolin)	934	4,689
Gem stones	NA	5
Lime	1,620	85,595
Peat	24	707
Sand & gravel (construction)	13,200	57,000
Stone:		
Crushed	56,200	232,000
Dimension	44	6,001
Combined value of clays (kaolin), mica (scrap), and sand and gravel (industrial)		12,129
Total 1984 (preliminary)		657,606

* thousand short tons except as noted

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Allentown	27	74	5815	751
Erie	25	69	6768	402
Harrisburg	29	74	5335	1006
Johnstown	28	73	5768	728
New Castle	27	72	5885	642
Philadelphia	31	77	4947	1075
Pittsburgh	27	72	5950	545
Scranton	25	72	6330	569
State College	26	72	6247	559
Wilkes-Barre	25	72	6330	569
Williamsport	26	73	6047	659
York	30	75	5203	901

DEVELOPMENT COUNSELORS:

State Development Agency

Pickard, James O., Sec'y.
Pennsylvania Dept. of Comm.
Room 433, Forum Bldg.
Harrisburg, 17120
717/787-3003

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Allentown
Benner, Donald P., Exec. V.P.
Ind. Dev. Corp. of Lehigh Cty.
462 Walnut St., Box 1410, 18105
215/437-5581
Creedon, James P., Plng. & Dev. Dir.
County of Lehigh
P.O. Box 1548, 18105
215/820-3001

Blue Bell
Hickey, Douglas L. Jr., Exec. Dir.
Montgomery Cty. Ind. Dev. Corp.
Blue Bell W., Ste. 100
Skippack Pike, 19422
215/643-2474

Butler
Rettig, Marthann, Exec. Dir.
Community Dev. Corp. of Butler Cty.
P.O. Box 1082, 16003-1082
412/283-1961

Clearfield
Watson, Robert E., Exec. Dir.
Clearfield Cty. Ind. Dev. Auth.
P.O. Box 868, 16830
814/765-2633

Easton
Austen, John R., Exec. Dir.
Easton Area Ind. Land Dev. Co.
208 Spring Garden St.
P.O. Box 936, 18042
215/258-5647

Doylestown
Dougherty, Robert E., Exec. Dir.
Bucks Cty. Ind. Dev. Corp./Auth.
2 E. Court St., 18901
215/348-9031

Erie
Ploehn, Robert H., Exec. Dir.
Gtr. Erie Ind. Dev. Corp.
5 W. 10th St., Suite 302, 16501
814/455-4409

Exton
Smith, Gary W., Exec. Dir.
Chester Cty. Dev. Council
750 Pottstown Pike, 19341
215/363-6110

Franklin
Lowry, James L.
Econ. & Comm. Dev. Specialist
N.W. Penn. Reg. Plng. & Dev. Comm.
Suite 406, Biery Bldg., 16323
814/437-3024
Vandenberg, Edward, Exec. Dir.
Vanango Cty. Ind. Dev. Corp.
1174 Elk St., 16323
814/432-3466

Lebanon
DelMarcelle, David J., C.I.D., Sec'y./Mgr.
Lebanon Cty. Ind. Dev. Auth.
P.O. Box 899, 17042
717/273-3727

New Castle
Ross, Richard L., Area Dev. Dir.
Penn. Power Company
P.O. Box 891, P4, 16103-0891
412/656-5399

Philadelphia
Betak, John F., A.V.P.
Conrail Reg. Market Dev. Dept.
1528 Walnut St , Rm. 1601, 19102
215/977-6459

Pittsburgh
Jones, R. Lee, Area Dev. Mgr.
Peoples Natural Gas Co.
2 Gateway Ctr., 15222
412/471-5100
McLemore, James B.
R.E. & Ind. Dev. Mgr.
Chessie System Railroads
12 Grant St., 15219
412/225-5071
Miller, John E.
Ind. Mktg. & Area Dev. Mgr.
Consolidated Natural Gas Co., Inc.
4 Gateway Center, 15222
412/227-1136

Pittson
Grossman, Howard J., Exec. Dir.
Econ. Dev. Council of N.E. Penn.
1151 Oak St., 18640-3795
717/655-5581

Pottsville
Dunleavy, Edward J., Mktg. Dir.
Schuylkill Ind. Dev.
P.O. Box 1020, 17954
717/622-1942

Reading
Edwards, Edward J., Exec. Dir.
Berks Cty. Ind. Dev. Auth.
Suite 204, GEC Bldg.
645 Penn St., 19601
215/376-3405

Warren
Slaughter, David L., Asst. Sec'y/Treas.
Warren Cty. Ind. Dev. Auth.
P.O. Box 942, 16365
814/723-3052

Washington
McAmbley, Keery, Ind. Dev. Dir.
Washington Cty. Ind. Dev. Agency
603 Courthouse Sq.
100 W. Beau St., 15301
412/228-6875

Wilkes-Barre
Boam, Gary
Committee for Econ. Growth
Suite 600, Dept. PL 13
69 Public Square, 18701-2505
800/331-0912

Williamsport
Loedding, Peter
Williamsport-Lycoming
Chamber of Commerce
454 Pine St., 17701
717/326-1971

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Contact: Richard Michael, E.V.P.
Indiana County Chamber of Commerce
1019 Philadelphia St., Indiana PA 15701
(412)465-2511

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In Northampton County to develop all the advantages of a Metropolitan location with a rural setting. The Easton Area Industrial Land Development Co., Inc. has land available in the Easton area with all facilities — at land prices that are very reasonable — compared with any standards. The Easton area is the closest Pennsylvania Industrial section to the Metropolitan area and is serviced by rail, trucking and air. Excellent financing can be arranged at interest rates that are sure to interest you.

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Easton, PA 18042
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Circle 8 on Brochure Service Card

SOUTH ATLANTIC

- DELAWARE
- FLORIDA
- GEORGIA
- MARYLAND
- NORTH CAROLINA
- SOUTH CAROLINA
- VIRGINIA
- WEST VIRGINIA

Regional Review

There were no real surprises in the South Atlantic region in 1985. The region still has one of the most attractive climates (business and otherwise) in the country and has been growing steadily since the 1960s. From 1980 to 1985 the population grew 7.2%, well above the 5.1% national growth average. Florida is one of the main reasons for this: It continues to lead the region in statewide growth and is in the middle of a development boom.

The only negative aspect to all this growth is the belief of some experts that the region can't continue at such a rate. Declining birthrates, a reduction in retirees, and an increase in industrial expansion cause speculation that the demand for labor will eventually outweigh the supply. For the most part, though, the states are continuing to prosper and this trend remains to be seen.

Delaware. The Diamond State has had a budget surplus every year since 1977. Unemployment is below the national average (5.9% versus 7.3% nationally in 1985), and the population has grown 2.4% since 1980.

The state is a main contributor to this growth. Since 1984 there has been an average of a 10% reduction in personal income tax. There has also been a cap on unemployment compensation benefits. And, contributing to one of the state's best features, Delaware's spending limit now automatically generates a continuing surplus.

In 1982, according to the Delaware Development Office, the overall cost of living was 11% lower than the national average, residential land costs were 48% lower, and property taxes were 34% lower. For businesses, industrial land costs were 32% lower, clerical labor costs were 11% lower, and construction costs were 2% lower.

Florida. As mentioned, Florida is the

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region's leader in growth and development. Since 1980 none of the state's 67 counties has experienced a drop in population, and 51 of the counties grew by more than 10%. Locally, Tampa and Orlando are attracting high-technology industries, and Miami is dealing increasingly in international trade and finance. Fort Lauderdale showed an increase in building permit values of 82.1% for the first half of 1985.

The state has been very strong in attracting three industries: electrical equipment (communications, electronic components, and lighting and wiring equipment), printing, and transportation. Between 1978 and 1982 these three industries were responsible for over 50% of the state's industrial expansion.

Alexander Grant and Company rated Florida the third-best manufacturing climate in the country in 1984 and the best in the South Eastern region. The regional ranking was the state's third third-place rating in as many years.

Georgia. In 1984 Georgia was named the fourth-fastest growing state in the nation, according to the Georgia Department of Industry and Trade.

Regarding its industry, the state's handbook *Georgia: Crossroads of the Southeast* says, "Compared to the southeastern and the national economies, Georgia is more heavily weighted to service-producing industries and relatively less-weighted on the goods-producing industries of manufacturing, agriculture, and mining." The handbook also states, "manufacturing output contributes over one-fifth of total gross state product, and is the largest single sector in the Georgia economy."

The major high-growth area in the state is Atlanta, which is the second-fastest growing center of technology in the Southeast. Employment in the city's 50 top locally based, high-technology firms increased nearly 18% in 1984, and revenues increased nearly 42%, according to *Metropolitan Atlanta Business Report*.

Maryland. Bethesda is going through a metamorphosis from a residential suburb of Washington, D.C., to a business center in its own right. A 400-room Hyatt Regency Hotel opened in 1985 and high-rise construction is under way, direct results of the area's acquisition of a Washington Metro subway station. A report by the Metropolitan Washington Council of Government says that since 1980 the subway has spurred more than $3 billion in real estate development, 40% of which has been in office construction.

The state as a whole experienced a 3% increase in population in the period 1980 to 1985. It ranked ninth in percentage change in the nation for state and local tax reductions over three years. Taxes decreased by 7.46% per $1,000 of personal income in 1984, according to Alexander Grant & Company.

North Carolina. The big news in Raleigh-Durham is a $150-million airport expansion, which will include a new terminal. This should increase the number of daily flights from the current 320 to 400 by 1990. In Charlotte a $65-million Piedmont terminal was opened up in 1982 and travel and convention business increased by $365 million.

Development is taking place elsewhere in the state: In Winston-Salem building permits were up 123.8% in the first half of 1985 and in Greensboro they were up 67.1%, according to Dun & Bradstreet.

North Carolina did well in the Alexander Grant & Company study. It ranked eighth in the nation overall and first in annual manufacturing wages: $6.68 per average hour versus a national average of $8.71.

South Carolina. Population in the state grew by 6.4% between 1980 and 1985, the third-largest growth rate for that period in the region. In Columbia, building permit values were up 60.5% in the first six months of 1985 over the first six months of 1984.

To assist new-business start-ups and promote established business growth, the state set up the Business Assistance and Services Information Center (BASIC) in 1983. The center creates a link between local, state, regional, and national agencies and business executives.

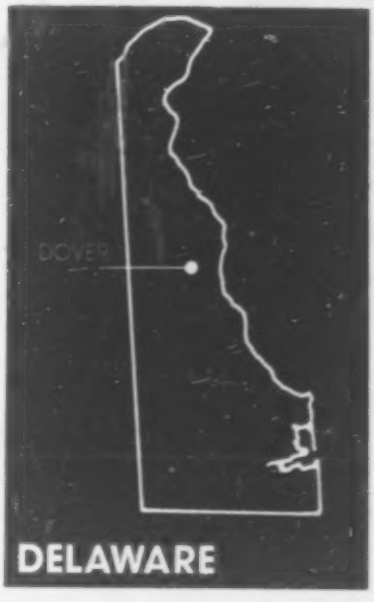
Virginia. In a state hard-hit by the recession of the early 1980s, gains are being seen in all basic sectors of the economy. Manufacturing increased 3.2% in 1984, construction was up 13.4%, and retail was up 7.1%. Coal mining increased 7.4%, which was 7% higher than the level in 1983 but still 20% below the prerecession level in 1979.

Population in the state increased 5.5% from 1980 to 1985. Development and construction is taking place in Chesapeake and Newport News, where building permit values increased 37.5% and 34.9% respectively in the first six months of 1985. Part of the increase in Newport News can be attributed to Canon USA, Inc.'s, announcement to build a $120-million copy-machine plant, which is expected to employ 1,000 workers within three to five years.

West Virginia. The state suffered a heavy blow in November 1985 when 29 counties were devastated by flood. An estimated 3,800 workers were affected and were entitled to $2 million in aid granted by the federal dislocated-worker program.

Despite natural disasters, the state grew 1% from 1980 to 1985.

The spring 1985 legislative session created the Business Investment Jobs Expansion Tax Credit Act to provide tax credits. Up to 90% can be applied against corporate income taxes and business and occupation taxes, with the percent of tax credit allowed depending on the number of new jobs created.□



STATE INFORMATION:

Financial assistance to industry:
- Tax incentives — municipal & state
- Industrial revenue bond financing
- SBA 503 financing
- Job training assistance

Tax rates:

Corporate income tax	8.7%
Personal income tax	1.4%-9.9%
Sales tax	none
Franchise & incorp. tax	varies
Inventory tax	none
Gasoline tax	$.11/gal.

Advanced education facilities

Four-year colleges & universities	5
Two-year or junior colleges	4
Vocational & business schools	50

Medical facilities:

Hospitals	12
Clinics	18

Labor analysis:

Civilian labor force	322,179
High school graduates	6,464

For additional labor market information, contact James K. McFadden, Chief, Dept. of Labor, Office of Occupational & Labor Market Info., Univ. Office Plaza, P.O. Box 9029, Newark, DE 19714, 302/368-6962

Environment controls:

Air pollution: Robert Touhey, Dir., Div. of Air & Waste Mgt., 89 Kings Hwy., P.O. Box 1401, Dover, DE 19903, 302/736-4764

Water pollution: R. Wayne Ashbee, Dir., Div. of Water Resources, 89 Kings Hwy., P.O. Box 1401, Dover, DE 19903, 302/736-4860

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	Thousands	
DELAWARE	595.2	615.0
Newark	25.2	NA
Wilmington	70.2	68.7

Metropolitan Statistical Area (MSA)

	Census 1980	Estimate 1985
	Thousands	
*Wilmington, DE/NJ/ MD	524.1	535.6

*Primary Metropolitan Statistical Area (PMSA)

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
DELAWARE		
70.3	40.1	9.65
Wilmington		
61.2	39.7	11.18

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
DELAWARE		
315.3	13.7	4.4
Wilmington		
273.2	12.3	4.5

*preliminary figures

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
280.6	NA	NA
MANUFACTURING		
70.5	41.9	9.30
DURABLE GOODS		
19.3	42.4	10.11
Primary metal industries-SIC 33		
1.8	42.2	9.04
Fabricated metal products-SIC 34		
1.8	39.7	8.14
Machinery & transp. equip.-SIC 35		
12.6	43.1	11.18
NONDURABLE GOODS		
51.2	41.6	8.70
Food & kindred products-SIC 20		
8.7	41.9	6.17
Textile mill products-SIC 22		
0.5	47.0	6.97
Apparel & other textile prods.-SIC 23		
1.3	37.2	5.07
Printing & publishing-SIC 27		
2.1	35.6	8.94
Chemicals & allied products-SIC 28		
31.7	41.5	11.99
Rubber & misc. plastics prods.-SIC 30		
3.2	44.6	9.36

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Newark 1, 2 (Wilmington)
Wilmington 1-5

Railroads

1. Chessie System Railroads
2. Conrail
3. Octoraro Railway Inc.

Airlines

4. United
5. Wheeler Flying Service

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Newark — 2e
Wilmington — 1e

1. Delmarva Power & Light Co.
   800 King St., P.O. Box 231
   Wilmington 19899
2. Newark Electric Dept.
   P.O. Box 390, Newark 19711

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Sand & gravel (construction)	1,200	3,000
Total 1984 (preliminary)		3,000

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Wilmington	31	76	4986	1015
Florida				

DEVELOPMENT COUNSELORS:

State Development Agency

Papineau, Louis H., Jr., Dir.
Kane, Donald C., Asst. Dir., Bus. Dev.
Delaware Dev. Off.
99 Kings Hwy., P.O. Box 1401
Dover, 19903
302/736-4271

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Dover
Wolfensberg, Daniel W., Dir.
Forward Central Del. Comm.
P.O. Box 576, 19903
302/734-7513

Newark
Hockersmith, Paul J., C.I.D.
Econ. Dev. Mgr.
Delmarva Power & Light Co.
P.O. Box 9239, 19714
302/454-4369

Wilmington
Townsend, Robert Scott, Pres.
New Castle Cty. Econ. Dev. Corp.
1 Commerce Ctr., Ste. 500, 19801
302/656-5050

STATE INFORMATION:

Financial assistance to industry:
- Industrial revenue bonds for headquarters, warehouse/ distribution, manufacturing, R&D parks, pollution control, etc.
- Tax incentives for creation of jobs & industrial investment
- Funds to build or improve roads for industry
- Long-term financing for small business through Florida First Capital Finance Corp.
- Special state & local vocational/ technical job training for industry
- Machinery & equipment sales tax exemptions
- Free port law
- Local option abatement of ad valorem taxes for a ten-year period
- University-related R&D parks
- Six foreign trade zones
- No state property tax
- No corporate franchise tax
- Repealed unitary tax

Tax rates:
- Corporate income tax .....5.5% of adjusted federal income apportioned to Florida by weighted formula with $5,000 exemption
- Personal income tax .....none
- Property tax.....varies locally
- Sales tax 5%
- Incorporation tax .....graduated
- Franchise tax .....none
- Inventory tax .....none
- Gasoline tax $.097/gal. (Optional local taxes $.01 — $.06 additional)

Advanced education facilities:
- Four-year colleges & universities 77
- Two-year community colleges 28
- Vocational & business schools.....374

Medical facilities:
- Hospitals 238
- Clinics .....NA

Florida's Second Greatest Natural Resource

The citrus state has a new appeal. Introducing Tampa Telecom Park, the most advanced concept in high technology corporate parks.

This is the first corporate park in Florida to offer shared services and data processing to companies who require business support systems and sophisticated communications. To link them with the world. Day and night.

A beautiful riverfront location, the low rise campus setting, onsite amenities, plus proximity to interstate thoroughfares, a major university, an international airport and dynamic downtown have made companies nationwide set their sites on the corporate park of the future.

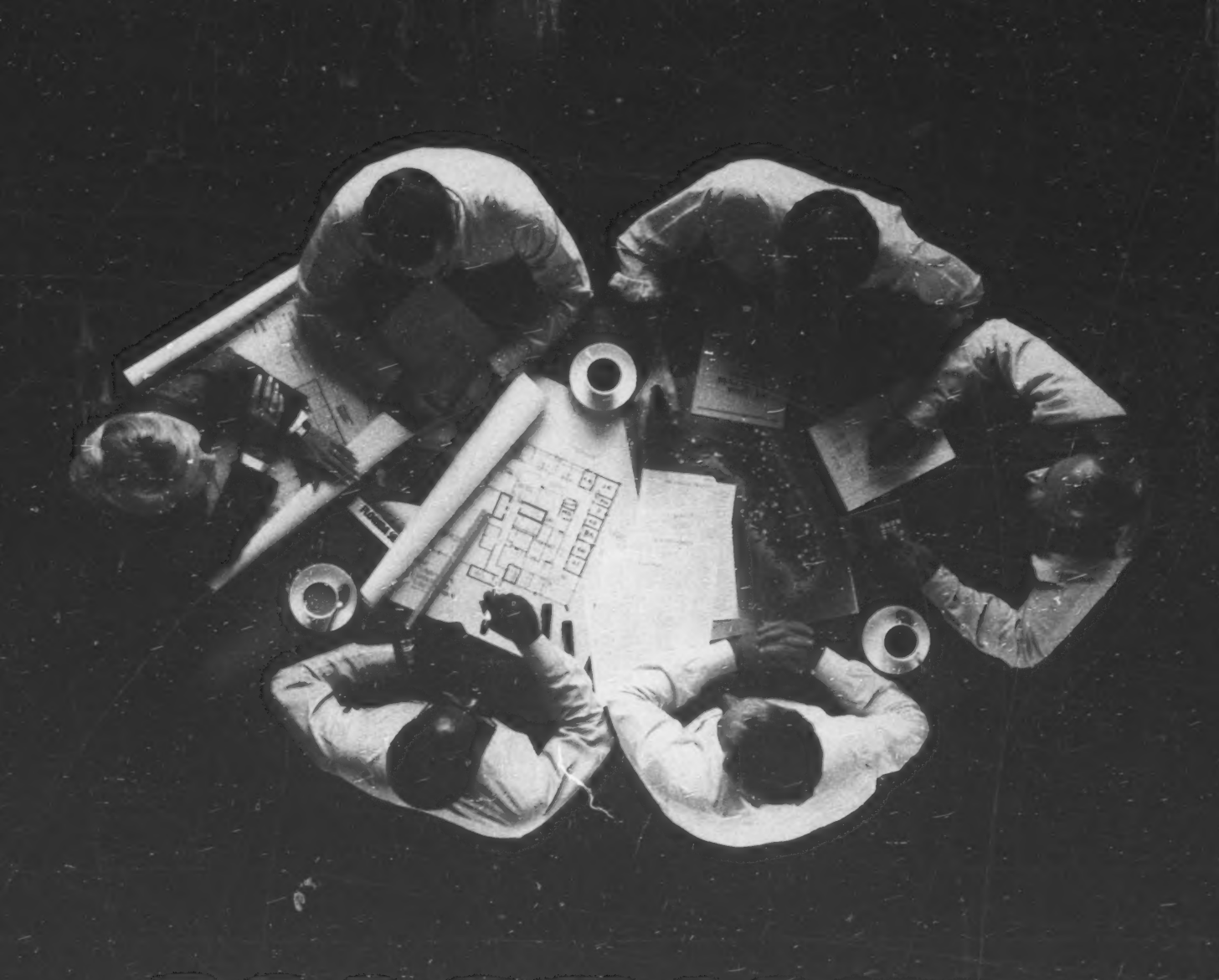
Where high technology and an advanced workstyle are combined with human comfort and a relaxed lifestyle to produce Florida's second greatest natural resource. Tampa Telecom Park.

For site and building information, please call or write:

Tampa Telecom Park ■ One Tampa City Center ■ Suite 2560 ■ Tampa, Florida 33602 ■ 813 273-0297

A joint venture of GTE Realty Corp. and Colliers Enterprises

Circle 27 on Brochure Service Card



THE CHOICE IS FLORIDA.

Eight states were in the running for their new regional facility.

They chose Florida.

In large part because of our people. Florida's work force has earned a reputation for being highly skilled and reliable. Along with having strong company loyalty.

They chose Florida because of our business climate. Our state and local governments want and welcome new businesses. And our corporate taxes allow businesses to be competitive. There is no unitary tax. And no personal income tax.

And they looked at the most current data and found Florida to be the trend-setting state in the nation. So, when you're looking at Florida today, you're seeing the state of the future.

The bottom line. Florida is considered to be the premiere business opportunity state in the country.

So, when they set out to open their new facility, it was clear why we got it.

For more information, write to Lt. Governor Wayne Mixson, Secretary of Commerce, 501C Collins Building, Suite PL, Tallahassee, Florida 32301. Or call (904) 488-5507.

WE GOT IT.
FLORIDA.

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Labor analysis:

Civilian Labor force.....5,267,900
High school graduates 84,496

For additional labor market information, contact Dept. of Labor & Employ. Security, Caldwell Bldg., Rm. 201, Tallahassee, FL 32301

Office of the Sec'y: 904/488-4398
Div. of Labor Employ. & Training: 904/488-7228
Office of Research & Info.: 904/488-1048
Div. of Unemploy. Comp.: 904/488-6093
Div. of Workers' Comp.: 904/488-2514

Environment controls:

Air & water pollution; solid & hazardous waste: Florida Dept. of Environ. Regulation, 2600 Blair Stone Rd., Twin Towers Office Bldg., Tallahassee, 32301
Office of the Secretary: 904/488-4805
Div. of Environ. Permitting: 904/488-0130

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
FLORIDA	9,740.0	11,166.0
Boca Raton	49.5	56.6
Boynton Beach	35.6	NA
Bradenton	30.2	36.6
Cape Coral	32.1	45.0
Clearwater	85.5	98.6
Coral Gables	43.2	42.3
Coral Springs	37.3	NA
Daytona Beach	54.2	57.2
Deerfield Beach	39.2	NA
Delray Beach	34.3	43.5
Dunedin	30.2	NA
Fort Lauderdale	153.3	154.6
Fort Myers	36.6	38.0
Fort Pierce	33.8	36.0
Gainesville	81.4	83.3
Hallandale	36.5	NA
Hialeah	145.3	165.7
Hollywood	117.2	124.2
Jacksonville	540.9	568.4
Lakeland	47.4	54.6
Lake Worth	27.0	NA
Largo	59.0	63.8
Lauderdale Lakes	25.4	NA
Lauderhill	37.3	NA
Margate	36.0	NA
Melbourne	46.5	53.1
Miami	346.9	384.5
Miami Beach	96.3	98.0
Miramar	32.8	NA
North Miami	42.6	43.6
North Miami Beach	36.5	NA
Ocala	37.2	43.5
Orlando	128.4	138.5
Palm Bay	NA	35.6
Panama City	33.3	34.1
Pembroke Pines	35.8	NA
Pensacola	57.6	62.0
Pinellas Park	32.8	NA
Plantation	48.5	53.8
Pompano Beach	52.6	67.7
Riviera Beach	26.6	NA
St. Petersburg	236.9	244.1
Sarasota	48.9	52.6
Sunrise	39.7	NA
Tallahassee	81.5	114.5
Tamarac	29.1	NA
Tampa	271.5	276.7
Titusville	31.9	38.0
West Palm Beach	62.5	68.2

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	—Thousands—	
Bradenton	148.4	173.6
Daytona Beach	258.8	305.7
*Fort Lauderdale-Hollywood-Pompano Beach	1,018.0	1,142.0
Fort Myers-Cape Coral	205.3	256.3
Fort Pierce	151.2	193.2
Fort Walton Beach	109.9	128.8
Gainesville	151.3	191.1
Jacksonville	737.5	789.1
Lakeland-Winter Haven	321.7	357.2
Melbourne-Titusville-Palm Bay	273.0	330.0
*Miami-Hialeah	1,626.0	1,755.9
Naples	85.8	112.5
Ocala	122.5	159.7
Orlando	700.7	836.5
Panama City	97.7	109.8
Pensacola	289.8	320.3
Sarasota	202.3	241.6
Tallahassee	159.5	207.9
Tampa-St. Petersburg-Clearwater	1,614.0	1,837.4
West Palm Beach-Boca Raton-Delray Beach	573.1	709.1

*Primary Metropolitan Statistical Areas (PMSAs)

Florida's Land of Plenty

Located in the heart of Florida's Panhandle, Washington County offers:

- An award-winning public/private development team to work for you.
- Plenty of industrial sites including fully serviced Industrial Park priced well below expected land costs.
- An excellent transportation network including nearby commercial airports and rail service with connections to nearby port facilities.
- Ad valorem tax relief available on buildings, machinery and equipment.
- Industrial Revenue Bond financing.

For more information contact:
Paul Smith, Exec. Dir.
Washington County Chamber of Commerce
110 North 5th Street
Chipley, Florida 32428
(904) 638-4157

We Believe In
WASHINGTON COUNTY

Circle 28 on Brochure Service Card

Stromberg Carlson switched to Mid-Florida

Stromberg Carlson moved to Mid-Florida and joined an impressive list of high tech companies located in Seminole and surrounding counties. United Technologies made the same move.

Mid-Florida provides an excellent business climate with favorable corporate and personal tax policies. Like low property taxes and no state or local income tax. Plus Right to Work laws.

The area also offers attractive, affordable housing and one of the finest school systems in the south. With excellent facilities for higher education like the University of Central Florida, where the state's finest research park is located. Plus an abundance of cultural activities like the symphony, museums, art festivals and live theater.

Find out what Mid-Florida has to offer your business. Contact Mr. Roy Harris, President, Industrial Development Commission of Mid-Florida, Inc., (305) 422-7159, P.O. Box 2144, Dept. PL1, Orlando, Florida 32802.

Industrial Development Commission of Mid-Florida, Inc.
Serving Orange and Seminole Counties

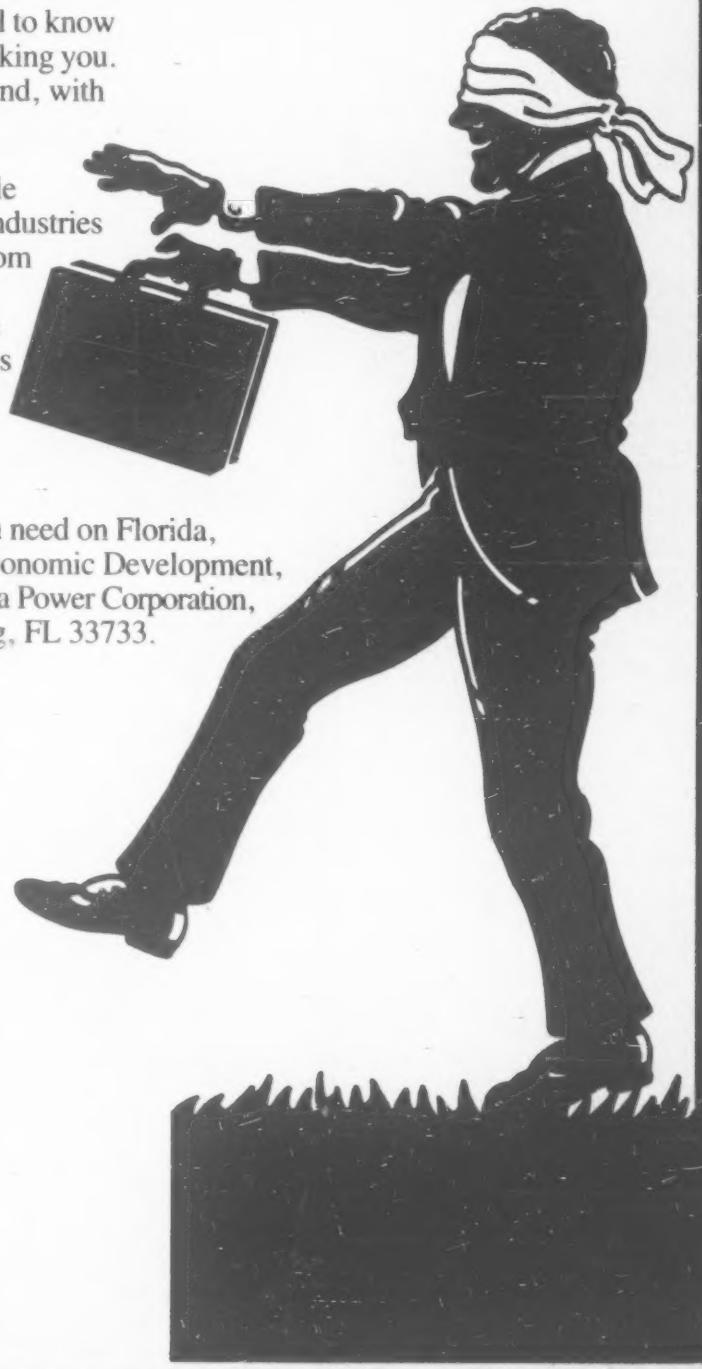
Circle 21 on Brochure Service Card

The guy who said, "What you don't know can't hurt you" was not a site selector.

Without all the facts, it's hard to know exactly where a site search is taking you. We can keep you on solid ground, with inside information on Florida.

We'll share the latest available statistics. Plus profiles of the industries most likely to succeed here, from our own confidential Data Resources, Inc. study. And the firsthand knowledge that comes from 40 years of on-site industrial development experience.

For the inside information you need on Florida, call Ed Schons, Manager of Economic Development, at (813) 866-5211 or write Florida Power Corporation, P.O. Box 14042, St. Petersburg, FL 33733.



Florida Power
CORPORATION

Call (813) 866-5211
for Inside Information
On Florida

Circle 19 on Brochure Service Card

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
FLORIDA		
515.6	41.8	7.89
Fort Lauderdale-Hollywood-Pompano Beach		
44.3	42.0	7.75
Jacksonville		
37.1	41.4	8.21
Lakeland-Winter Haven		
21.8	42.8	7.89
Miami-Hialeah		
95.7	39.0	6.92
Orlando		
47.0	41.7	8.36
Pensacola		
11.9	41.7	9.40
Tampa-St. Petersburg-Clearwater		
89.6	41.0	7.71
West Palm Beach-Boca Raton-Delray Beach		
36.1	39.7	8.34

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
FLORIDA		
5,301.0	342.2	6.5
Daytona Beach		
132.1	6.9	5.2
Fort Lauderdale-Hollywood-Pompano Beach		
550.6	27.4	5.0
Fort Myers-Cape Coral		
121.3	5.6	4.6
Gainesville		
93.1	3.4	3.6
Jacksonville		
402.9	22.4	5.6
Lakeland-Winter Haven		
155.4	23.0	14.8
Melbourne-Titusville-Cocoa		
145.2	7.7	5.3
Miami-Hialeah		
891.1	68.4	7.7
Orlando		
476.3	25.5	5.4
Pensacola		
142.8	8.1	5.7
Sarasota		
92.9	4.4	4.8
Tallahassee		
110.5	4.6	4.2
Tampa-St. Petersburg-Clearwater		
867.9	44.9	5.2
West Palm Beach-Boca Raton-Delray Beach		
341.1	25.0	7.3

*preliminary figures

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
4,208.2	NA	NA
MANUFACTURING		
502.3	41.2	7.62
DURABLE GOODS		
296.4	42.3	7.79
Lumber & wood prods.-SIC 24		
27.3	40.3	6.41
Furniture & fixtures-SIC 25		
12.9	39.5	5.82
Stone, clay & glass prods.-SIC 32		
24.3	49.4	8.39

Area Wage Survey

Average straight-time hourly earnings

	Daytona Beach 8/85	Jackson-ville 12/84	Miami 10/85	Gaines-ville 9/85
Office, professional, & technical				
Payroll clerks $	6.55	7.49	7.86	NA
Accounting clerks	6.38	7.04	7.53	6.55
File clerks	NA	5.26	5.25	NA
Typists	NA	5.43	6.52	NA
Key entry operators	5.81	6.97	6.82	6.51
Secretaries	8.38	8.28	8.77	7.33
Stenographers	NA	10.21	NA	NA
Swtichbd opr-receptionists	5.46	5.44	5.82	5.10
Drafters	9.78	7.43	9.63	10.13
Electronics technicians	10.25	13.39	12.63	9.45
Computer operators	7.00	7.74	8.94	6.76
Computer programmers (business)	NA	11.82	14.05	NA
Computer systems analysts	NA	14.87	16.42	NA
Maintenance & powerplant				
Carpenters	NA	NA	8.27	NA
Electricians	11.38	12.15	10.73	NA
Engineers, stationary	NA	NA	NA	NA
Machinists	NA	12.29	11.00	NA
Mechanics (machinery)	10.57	10.92	11.24	NA
Tool & die makers	NA	NA	11.30	NA
Custodial & material movement				
Guards	NA	3.91	4.76	NA
Janitors, porters & cleaners	4.50	3.86	4.27	6.68
Laborers, material handling	NA	7.64	5.78	6.00
Shippers & receivers	7.98	5.84	7.35	NA
Truckdrivers	8.33	9.32	8.73	10.96
Forklift operators	5.61	8.39	6.61	4.55

GE enjoys the good life of Mid-Florida

General Electric's robotics & vision operation had a lot of good reasons for moving to Mid-Florida. And a lot of good reasons for staying.

Mid-Florida provides an excellent business climate with favorable corporate and personal tax policies. Like low property taxes and no state or local income tax. Plus Right to Work laws.

The area also offers attractive, affordable housing and one of the finest school systems in the south. With excellent facilities for higher education like the University of Central Florida, where the state's finest research park is located. Plus an abundance of cultural activities like the symphony, museums, art festivals and live theater.

Find out what Mid-Florida has to offer your business. Contact Mr. Roy Harris, President, Industrial Development Commission of Mid-Florida, Inc., (305) 422-7159, P.O. Box 2144, Dept. PL2, Orlando, Florida 32802.

Industrial Development Commission of Mid-Florida, Inc.

Serving Orange and Seminole Counties

Circle 115 on Brochure Service Card

FLORIDA

Primary metal industries-SIC 33		
5.2	42.8	8.67
Fabricated metal products-SIC 34		
34.5	41.8	7.54
Machinery, except electrical-SIC 35		
42.3	41.8	8.07
Electric & electronic equip.-SIC 36		
74.9	42.5	8.05
Transportation equipment-SIC 37		
53.3	41.8	9.19
Instruments & related prods.-SIC 38		
13.2	41.4	7.29
Misc. mfg. inds.-SIC 39		
8.5	38.6	5.83
NONDURABLE GOODS		
205.9	39.7	7.41
Food & kindred products-SIC 20		
49.2	41.3	6.84
Tobacco-SIC 21		
2.0	37.5	6.14
Textile mill products-SIC 22		
2.6	NA	NA
Apparel & other textile prods.-SIC 23		
33.7	35.0	4.91
Paper & allied products-SIC 26		
15.3	45.1	11.04
Printing & publishing-SIC 27		
53.6	36.6	8.47
Chemicals & allied products-SIC 28		
26.5	42.8	9.96
Petroleum & coal prods.-SIC 29		
1.8	NA	NA
Rubber & misc. plastics prods.-SIC 30		
18.2	42.3	5.61
Leather & leather prods.-SIC 31		
3.0	NA	NA

TAKE OFF...

TO PROFITABLE GROWTH MARKETS FROM THE NEWEST INTERNATIONAL MULTI-MODAL CENTER

THE ORLANDO TRADEPORT

An important new opportunity center is under development at Orlando International Airport. Known as the Orlando Tradeport, this project is the focal point for forward thinking companies in the distribution, assembly, manufacturing, import/export, or transshipment business.

Sophisticated rail and highway systems link the Tradeport to deepwater ports on the Atlantic and Gulf of Mexico. Two 12,000-foot runways allow the Tradeport to handle aircraft of any size. A significant portion of the property has direct frontage on large, reinforced aircraft ramps. This provides the user with a substantial edge in multi-modal capability.

The Orlando Tradeport is the ideal central location for serving the Sunbelt, South American and Caribbean markets from the U.S., Canada and Europe. The state's largest Foreign Trade Zone is located in the Tradeport, providing a versatile tool for dealing in the international marketplace.

Contact Project Director, Orlando Tradeport, for complete information on this exciting opportunity area. Greater Orlando Aviation Authority, Post Office Box 30004, Orlando, Florida 32862 U.S.A. (305) 826-2444

ORLANDO TRADEPORT

Circle 24 on Brochure Service Card

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Boca Raton 3, 5 (West Palm Beach)
Boynton Beach 3, 5 (West Palm Beach)
Bradenton 5 (Sarasota)
Cape Coral (Ft. Myers)
Clearwater 5 (St. Petersburg)
Coral Gables 5 (Miami)
Coral Springs (Ft. Lauderdale)
Daytona Beach 3, 35, 38, 64, 66, 72, 77
Deerfield Beach 3, 5 (Ft. Lauderdale)
Delray Beach 3, 5 (W. Palm Beach)
Dunedin 5 (St. Petersburg)
Fort Lauderdale 3, 5, 6, 16-18, 21, 26, 32, 34, 35, 38, 42, 43, 55-61, 65, 66, 68, 70, 73, 77-81, 84
Fort Myers 5, 21, 35, 38, 59, 60, 64, 65, 73, 77, 80, 81
Fort Pierce 3, 16
Gainesville 5, 6, 35, 36, 38, 64, 66, 77
Hallandale 3, 5 (Ft. Lauderdale)
Hialeah 3, 5 (Miami)
Hollywood 3, 5 (Fort Lauderdale)
Jacksonville 3-5, 14, 21, 34, 35, 38, 56, 60, 64-66, 68, 72, 73, 77, 79, 80
Lakeland 5 (Tampa)
Lake Worth 3, 5 (W. Palm Beach)
Largo 5 (St. Petersburg)
Lauderdale Lakes (Ft. Lauderdale)
Lauderhill (Ft. Lauderdale)
Margate (Ft. Lauderdale)
Melbourne 3, 35, 38, 64, 65, 72, 77
Merritt Island (Melbourne)
Miami 3-13, 15, 18, 20-35, 37, 38, 40-46, 48-55, 59-70, 72-80, 82, 83
Miami Beach (Miami)
Miramar (Ft. Lauderdale)
No. Miami 3 (Miami)
No. Miami Beach 3 (Miami)
Ocala 5, 19
Orlando 5, 14, 16, 19, 21, 22, 26, 28, 34, 35, 38, 42, 47, 55, 55a, 56, 58-62, 65, 66, 68, 70, 72, 77, 79-81, 85
Panama City 1, 14, 36, 38, 39, 64, 70
Pembroke Pines (Ft. Lauderdale)
Pensacola 2, 5, 14, 34, 35, 38, 64, 71, 72
Pinellas Park 5 (St. Petersburg)
Plantation Park (Ft. Lauderdale)
Pompano Beach 3, 5 (Ft. Lauderdale)
Riviera Beach 3, 5 (W. Palm Beach)
St. Petersburg 5, 42, 58, 65
Sarasota 5, 17, 35, 38, 60, 64, 65, 68, 70, 73, 77, 80
Tallahassee 5, 14, 23, 35, 38, 64, 66, 72, 73, 77
Tamarac (Ft. Lauderdale)
Tampa 5, 11, 13, 14, 16, 21, 22, 26, 28, 34, 35, 38, 42, 55, 55a, 56, 58-62, 64-66, 68, 70, 73, 77, 79-81
Titusville 3, 16
West Palm Beach 3, 5, 6, 21, 23, 26, 32, 35, 38, 42, 55, 59-61, 64, 65, 68, 72, 77, 79-81

Railroads

1. Atlanta & St. Andrews Bay Railway
2. Burlington Northern R.R. Co.
3. Florida East Coast Railway Co.
4. Norfolk Southern Corp.
5. Seaboard System Railroad

Airlines

6. Aero Coach Aviation Int'l
7. Aerolineas Argentinas
8. AeroMexico
9. Aero Peru
10. Air Atlanta
11. Air Canada
12. Air France
13. Air Jamaca
14. Air New Orleans
15. Air Panama Int'l
16. Air South
17. Air Sunshine
18. Airways Int'l
19. Allegheny Commuter
20. ALM-Antillean
21. American
22. Arrow Air
23. Atlantic Gulf Airlines
24. Avianca
25. Aviateca
26. Bahamasair
27. Braniff
28. British Airways
29. BWIA Int'l
30. Caribbean Express
31. Cayman Airways
32. Chalks Int'l
33. Challenge Int'l
34. Continental
35. Delta
36. Delta Connection
37. Dominicana
38. Eastern
39. Eastern Metro Express
40. Ecuatcriana
41. El Al
42. Florida Express
43. Galaxy Airways
44. Guyana Airways
45. Haiti Air
46. Iberia
47. Icelandair
48. Lasca
49. Ladeco-Linea Aereo Del Colore
50. Lan Chile
51. LAP
52. Lloyd Aereo Boliviano
53. Lufthansa
54. Mexicana
55. Midway Express
55a. Muse Air
56. New York Air
57. Nordair
58. Northeastern Int'l
59. Northwest
60. Ozark Air Lines
61. Ozark Commuter
62. Pan American
63. Pan Am Express
64. PBA-Provincetown-Boston
65. People Express
66. Piedmont
67. Presidential Airways
68. Pride Air
69. Pro Air Services
70. Republic
71. Royale Airlines
72. Skyway Commuter
73. Southern Express
74. Surinam Airways
75. Taca
76. Tan
77. Trans Air
78. Tropical Helicopter
79. TWA
80. United

EVER WONDER WHY THE BIG BIRDS LAND IN BREVARD COUNTY, FL?

Fact is, they like our climate.

Our pro-business, clean-business, intellectually-stimulating climate.

The Kennedy Space Center has mothered a flock of high-tech enterprises around here.

Firms like McDonnell Douglas, Lockheed, Boeing, Rockwell, Harris, DBA, Hughes, Grumman, Hydro Aluminum Automotive, and Astrotech, to name a few.

When high-flyers like these all land in Brevard, it means something.

It means that Aerospace, the new frontier of science and industry, is no fledgling.

It's off and flying. And the flock is growing. And success breeds success.

It means Brevard County accounts for 17% of Florida's high-tech employment — highest in the state.

Now, if you would like to learn more about this unique business hatchery, call us.

We'll send our Industrial Development Staff to help you analyze the benefits of our County to your business.

And help you get plugged into the Big Bird network.

Phone or write

Mr. John McCauley, Exec. Dir.

Brevard Economic Development Council

1519 Clearlake Rd., Cocoa, FL 32922
305/632-1740, Ext. 4790

Circle 15 on Brochure Service Card

AT&T reaches out from Mid-Florida

Some of AT&T's largest divisions are located in Mid-Florida. Because Mid-Florida really reaches out to help businesses thrive.

Mid-Florida provides an excellent business climate with favorable corporate and personal tax policies. Like low property taxes and no state or local income tax. Plus Right to Work laws.

The area also offers attractive, affordable housing and one of the finest school systems in the south. With excellent facilities for higher education like the University of Central Florida, where the state's finest research park is located. Plus an abundance of cultural activities like the symphony, museums, art festivals and live theater.

Find out what Mid-Florida has to offer your business. Contact Mr. Roy Harris, President, Industrial Development Commission of Mid-Florida, Inc., (305) 422-7159, P.O. Box 2144, Dept. PL3, Orlando, Florida 32802.

Industrial Development Commission of Mid-Florida, Inc.

Serving Orange and Seminole Counties

Circle 116 on Brochure Service Card

81. USAir
82. Varig
83. Viasa
84. Walkers Int'l
85. World Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Boca Raton — 4e, 19g
Boynton Beach — 4e
Bradenton — 4e
Clearwater — 5e, 2g
Coral Gables — 4e, 1g
Coral Springs — 4e
Daytona Beach — 4e, 3g
Deerfield Beach — 4e
Delray Beach — 4e
Dunedin — 5e, 2g
Fort Lauderdale — 4e, 19g
Fort Myers — 4e
Fort Pierce — 7eg
Gainesville — 9e, 8g
Hallandale — 4e, 1g
Hialeah — 4e, 1g
Hollywood — 4e, 19g
Jacksonville — 12e, 3g
Lakeland — 14e, 3g
Lake Worth — 15e
Largo — 5e, 2g
Lauderdale Lakes — 4e
Lauderhill — 4e
Margate — 4e
Melbourne — 4e, 1g
Merritt Island — 4e, 1g
Miami — 4e, 1g
Miami Beach — 4e, 19g
Miramar — 4e, 1g
North Miami — 4e, 1g, 19g
North Miami Beach — 4e, 1g, 19g
Ocala — 16e, 10g
Orlando — 17e, 3g
Panama City — 11e, 10g
Pembroke Pines — 4e
Pensacola — 11e, 18g
Pinellas Park — 5e
Plantation — 4e
Pompano Beach — 4e, 19g
Riviera Beach — 4e
St. Petersburg — 5e, 3g
Sarasota — 4e, 20g
Sunrise — 4e
Tallahassee — 21eg
Tamarac — 4e
Tampa — 22e, 19g
Titusville — 4e, 1g
West Palm Beach — 4e, 6g

1. City Gas Co. of Florida
   955 E. 25th St., Hialeah 33013
2. Clearwater Gas System
   P.O. Box 4749, Clearwater 33518-4749
3. Florida Gas Transmission Co.
   1200 Travis St., P.O. Box 1188, Houston, TX 77001
4. Florida Power & Light Co.
   9250 W. Flagler St., Miami 33174
5. Florida Power Corp.
   3201 34th St. S., Box 14042
   St. Petersburg 33733
6. Florida Public Utilities Co.
   401 S. Dixie Hwy., P.O. Drawer C
   W. Palm Beach 33402
7. Fort Pierce Util. Auth., Elec. Dept.
   206 S. 6th St., Box 3191
   Fort Pierce 33454;
   Fort Pierce Util. Auth., Gas Dept.
   101 Avenue C, Fort Pierce 33448
8. Gainesville Gas Co.
   530 W. University Ave., Gainesville 32601
9. Gainesville Regional Utilities
   200 E. University Ave., P.O. Box 490
   Gainesville 32602
10. Gulf Natural Gas Co.
    301 Maple Ave., Panama City 32401
11. Gulf Power Co.
    75 N. Pace Blvd., Box 1151
    Pensacola 32520
12. Jacksonville Electric Authority
    233 W. Duval, Box 53015
    Jacksonville 32202
13. Key West Utility Bd.
    1001 James St., P.O. Box 6100
    Key West 33040
14. Lakeland Dept. of Utilities
    1000 E. Parker St., Lakeland 33801
15. Lake Worth Utilities
    114 College St., Lake Worth 33460
16. Ocala Electric Utility
    P.O. Box 1270, Ocala 32678
17. Orlando Utilities Comm.
    500 S. Orange Ave., Box 3193
    Orlando 32802
18. Pensacola, Energy Services of
    1625 Atwood Dr., Pensacola 32504
19. Peoples Gas System, Inc.
    215 E. Madison St., P.O. Box 2562,
    Tampa 33601
20. Southern Gas Co.
    1565 State St., Sarasota 33578
21. Tallahassee Electric Dept.
    300 S. Adams St., Tallahassee 32301; Tallahassee Munic. Gas System, 2602 Jackson Bluff Rd., Tallahassee 32304
22. Tampa Electric Co.
    702 N. Tampa St., P.O. Box 111
    Tampa 33601

CHECK YOUR SITE REQUIREMENTS:

- ☐ LEADING RESEARCH UNIVERSITY
- ☐ R&T PARK
- ☐ FAVORABLE LABOR CLIMATE
- ☐ TRANSPORTATION
- ☐ QUALITY OF LIFE

If you checked all of the above, then check ☑ GAINESVILLE, FLORIDA

Home of the University of Florida, one of the nation's major teaching and research institutions, Gainesville also offers Progress Center, the anchor of a new 2,200 acre research and technological park. Another bonus is Florida's constitutional right to work law. A regional airport, mainline railroad, and Interstate 75 allow access to all state and national markets. And no city in the South can boast of more cultural and recreational opportunities than Gainesville.

Why not check your list, then ☑ us out!

For information, write or call:

GAINESVILLE

AREA CHAMBER OF COMMERCE COMMITTEE OF 100
Dave Jones, Director
Box 1187/Gainesville, Florida 32602/(904) 372-4771
Serving All of Alachua County

Circle 20 on Brochure Service Card

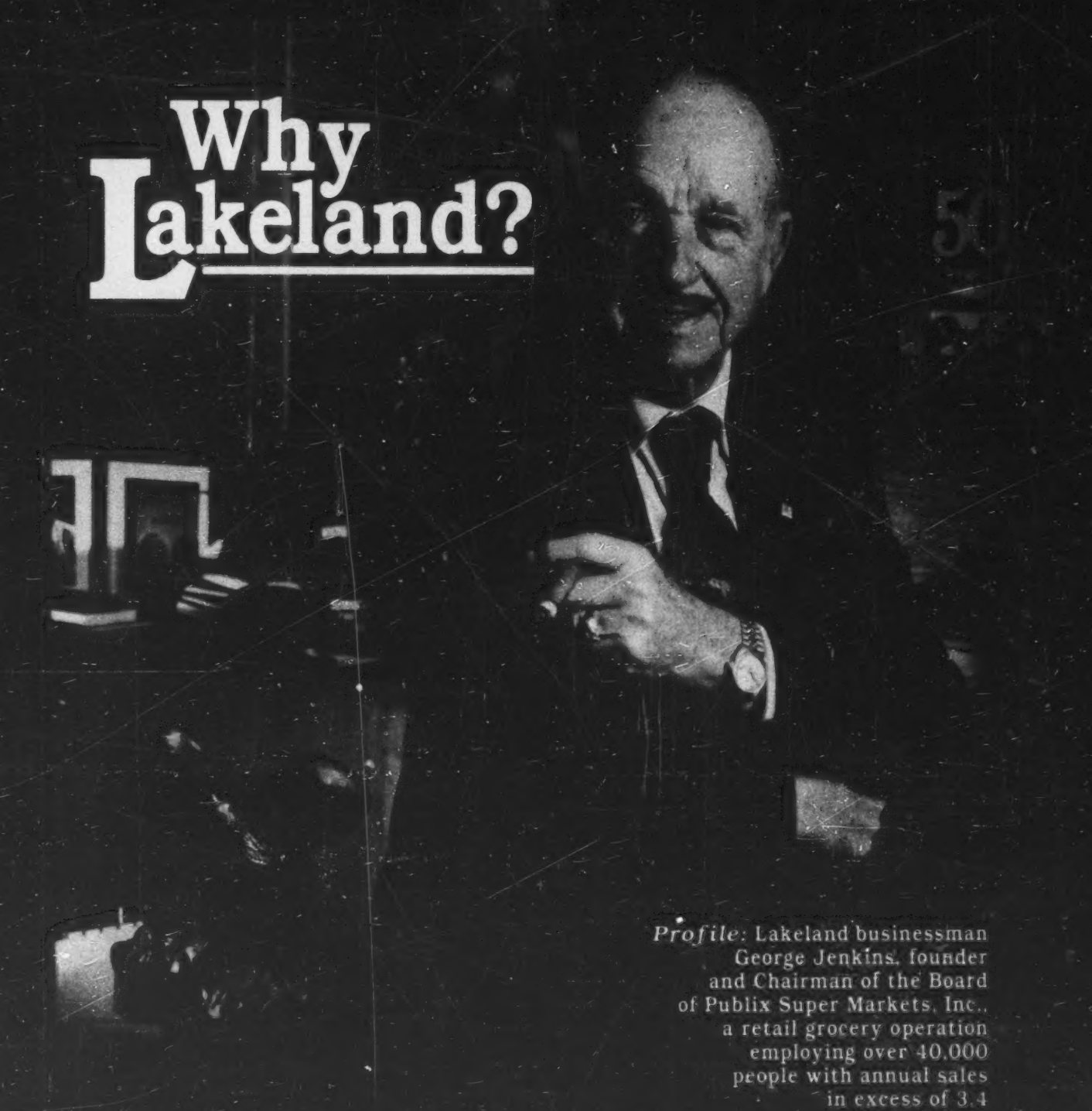
RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	400	25,260
portland	3,600	179,400
Clays	733	35,113
Gem stones	NA	6
Lime	W	W
Peat	142	2,500
Sand & gravel:		
Construction	18,400	42,300
Industrial	350	3,740
Stone (crushed)	54,000	268,000
Combined value of magnesium compounds, phosphate rock, rare-earth concentrate, staurolite, titanium concentrates (ilmenite and rutile), zircon concentrates and values indicated by symbol W		897,234
Total 1984 (preliminary)		1,453,553

* thousand short tons
W withheld to avoid disclosing company proprietary data

Why Lakeland?



Profile: Lakeland businessman George Jenkins, founder and Chairman of the Board of Publix Super Markets, Inc., a retail grocery operation employing over 40,000 people with annual sales in excess of 3.4 billion dollars.

"When we had to make a decision on a location for our warehouse and main offices, we chose Lakeland. Important business items such as tax rates, labor supply and utility costs were of key consideration to us, and Lakeland had just what we needed. I was also personally concerned about the quality of life in the community we chose. That's where Lakeland really shines. We could not possibly have found a better place for our employees to live. Lakeland truly has it all."

Find out why Lakeland is the right location for your company. Contact John Hamilton, C.I.D., Lakeland Area Chamber of Commerce, P.O. Box 3538, Dept. PL, Lakeland, Florida 33802, (813) 688-8551.

Lakeland
CENTRAL FLORIDA

Circle 22 on Brochure Service Card

GATEWAY TO THE WORLDS

Osceola County, Florida

(A State Certified Blue Chip Community)

Site Selection Service
Industrial Park Locations
Responsive Government
Superior Air, Rail, and Highway Accesses
Revenue Bond Financing

Join These and Other Successful Osceola County Business Enterprises

EPCOT
Future World and World Showcase

CODY PUBLICATIONS INC
Magazines

TUPPERWARE
World Headquaters

MERCURY MARINE
Watercraft Engines

ICSD CORPORATION
Electronic Systems

KINRO INC
Aluminum Windows

QUAKER OATS
Gatorade

CUSTOM PLASTICS
Molded Components

LERIO
Plastic Containers

BETTER PLASTICS
Injection Molding

MARTIN BROWER
McDonald's Distribution Center and Bakery

WRITE OR PHONE

Osceola County Committee of 100

(305) 847-3174

320 E. Monument Ave.
Kissimmee, Florida 32741

Bill McCarty, Executive Director

Circle 25 on Brochure Service Card

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Daytona Beach	58	81	900	2878
Fort Lauderdale	66	82	254	3933
Fort Myers	63	83	441	3699
Fort Pierce	63	81	500	3352
Gainesville	56	81	1069	2856
Hialeah	66	82	284	3815
Jacksonville	53	81	1402	2520
Key West	69	85	114	4756
Lakeland	61	82	618	3461
Melbourne	62	81	607	3225
Miami Beach	68	83	133	4150
Miami	67	82	199	4095
Orlando	61	82	656	3401
Pensacola	52	82	1571	2680
Pompano Beach	67	82	243	3957
St. Petersburg	62	83	545	3686
Tallahassee	52	81	1652	2492
Tampa	60	82	739	3324
Titusville	60	82	712	3184
West Palm Beach	65	82	262	3769

When you contact industrial developers listed in **PLANT LOCATION** *tell them where you saw their name*

Success Stories.

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BROWARD ECONOMIC DEVELOPMENT BOARD

Mail to: Broward Economic Development Board
1 East Broward Blvd., Suite 1604
Ft. Lauderdale, FL 33301
Or call: (305) 524-3115

PL

Circle 16 on Brochure Service Card

DEVELOPMENT COUNSELORS:

State Development Agency

Mayberry, Steve, Dir.
Div. of Econ. Dev.
Florida Dept. of Commerce
Collins Bldg., Tallahassee, 32301
904/488-6300

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Chipley
Smith, Paul M., Exec. Dir.
Washington Cty. Chamber of Comm.
P.O. Box 457, 32428
904/638-4157 or 4673

Cocoa
McCauley, John, Exec. Dir.
Brevard Econ. Dev. Council
1519 Clearlake Road, 32922
305/632-1740, ext. 4790

Daytona Beach
Richmond, David, Exec. Dir.
Volusia Cty. Bus. Dev. Corp.
101 Corsair Dr., Ste. 103, 32014
904/255-8888

Fort Lauderdale
Frey, Michael V., Sr. Client Rep.
Broward Econ. Dev. Bd.
1 E. Broward Blvd., Ste. 1604, 33301
305/524-3113

Gainesville
McKeown, Charles D., Exec. V.P.
Area Chamber of Comm.
P.O. Box 1187, 32602
904/372-4305

Inverness
Connor, Leo E., Dir.
Citrus Cty. Ind. Dev. Auth.
110 N. Apopka Ave., 32650
904/726-8500

Jacksonville
Pelton, Larry L., Ind. Dev. V.P.
Barnett Banks of Fla., Inc.
U.S. Banking
P.O. Box 40789, 32231
904/791-5393
White, James M., Ind. Dev. Dir.
CSX Corporation
500 Water St., 32202
904/359-1750

Kissimmee
McCarty, William L., Mgr.
Osceola Cty. Comm. of 100
320 E. Monument Ave., 32741
305/847-3174

Lake City
Davis, Doug, Exec. Dir.
Columbia Cty. Ind. Dev. Auth.
P.O. Box 566, 32056-0566
904/752-3690

Lakeland
Hamilton, John M., C.I.D., Ind. Div. Mgr.
Committee of 100
Lakeland Chamber of Comm.
P.O. Box 3538, 33802
813/688-8551

Largo
Castoro, William M., Exec. Dir.
Pinellas Cty. Ind. Council
1301 Seminole Blvd., Ste. 170, 33540
813/586-3507

Miami
Haley, John H., Jr., Exec. Dir.
Dade Cty. Ind. Dev. Auth.
Airport Exec. Tower #2
7270 N.W. 12th St., Ste. 160, 33126
305/591-9881

Naples
Wallace, Bob N., Exec. V.P.
Econ. Dev. Council of Collier Cty., Inc.
Sun Bank Bldg., Pelican Bay
Ste. 710, 801 Laurel Oak Dr., 33963
813/598-3145

New Port Richey
Obel, Ray Clark, Exec. Dir.
Pasco Cty. Econ. Dev. Council, Inc.
P.O. Box 1150, 34291-1150
813/847-6823

Orlando
Director
Orlando Central Park
7101 Lake Ellenor Dr., 32809
305/855-7972

Harris, Roy L., Jr., Pres.
Ind. Div. Cmsn. of Mid-Fla., Inc.
P.O. Box 2144, 32802
305/422-7159

Turnbull, Nat M. Jr.
Project Director
Orlando Tradeport
P.O. Box 30004, 32862
305/826-2414

Palm Coast
Rowe, James, Ind. Dev. Dir
ITT Community Dev. Corp.
Executive Offices, 32051
904/445-2672

Pensacola
McLemore, Harry K., C.I.D., Exec. Dir.
Pensacola-Escambia Dev. Cmsn.
803 N. Palifox St., 32501
904/433-3065

Quincy
Ellinor, Benjamin F., Exec. Dir.
Gadsden Cty. Chamber of Comm.
P.O. Box 389, 32351
904/627-9231

St. Petersburg
Schons, Edward L., Econ. Dev. Mgr.
Florida Power Corp.
P.O. Box 14042, 33733
813/866-5211

Tampa
Director
Tampa Telecom Park
1 Tampa City Center, Ste. 2560
33602
813/273-0297

Meade, Fred, Exec. Dir.
Gtr. Tampa Committee of 100
P.O. Box 420, 33601
813/228-7777

Winter, Lee W.
Collier Enterprises
1 Tampa City Ctr., Ste. 2560, 33602
813/273-0297

Titusville
Grodhaus, George H., Exec. Dir.
N. Brevard Dev. Cmsn.
2000 S. Washington Ave.
Suite 2, 32780
305/269-3221

STATE INFORMATION:

Assistance to industry:
- Site location
- Industrial revenue bonds
- Tax incentives
- Production worker training

Tax rates:
- Corporate income tax 6%
- Personal income tax 1%-6%
- Sales tax 3%-5%
- Incorporation tax ..based on net worth (min. $10, max. $5,000)
- Franchise tax ..... function of apportioned net worth; maximum tax is $5,000
- Inventory tax ..... varies by county
- Gasoline tax ..... 7½% per gal.

Advanced education facilities:
- Four-year colleges & universities 37
- Two-year or junior colleges 24
- Vocational & business schools 30

Medical facilities:
- Hospitals 219
- Clinics 25

Labor analysis:
- Civilian labor force 2,343,400
- High-school grads 60,718

For additional labor market information, contact Georgia Dept. of Labor, Labor Information Systems, 254 Washington St., S.W., Atlanta, GA 30334, 404/656-3178

Environment controls:

Air & water pollution: Environ. Protection Div., Dept. of Natural Resources, 270 Washington Street, S.W., Atlanta, 30334, 404/656-4713

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
GEORGIA	5,464.3	5,889.6
Albany	73.9	85.2
Athens	42.5	42.5
Atlanta	425.0	424.4
Augusta	47.5	46.0
Columbus	169.4	170.2
East Point	37.5	NA
Macon	116.9	118.9
Marietta	30.8	39.1
Rome	29.7	NA
Savannah	141.6	144.9
Valdosta	37.6	NA
Warner Robins	39.9	44.1

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	—Thousands—	
Albany	112.7	117.8
Athens	130.0	138.5
Atlanta	2,138.0	2,392.8
Augusta, GA/SC	327.4	372.4
Chattanooga, TN/GA	426.5	433.6
Columbus, GA/AL	239.2	241.0
Macon-Warner-Robbins	264.0	276.4
Savannah	230.7	230.0

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
GEORGIA		
546.9	41.3	8.07
Atlanta		
176.6	41.4	9.39
Savannah		
16.0	44.8	10.31

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
GEORGIA		
2,860.0	196.4	6.9
Albany		
53.1	5.3	10.1
Athens		
64.6	4.1	6.4
Atlanta		
1,278.4	71.0	5.6
Augusta		
144.9	11.9	8.0
Columbus		
91.1	7.9	8.7
Macon-Warner Robins		
114.2	9.9	8.6
Savannah		
96.7	7.9	8.2

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Atlanta 5/85
Office, professional, & technical	
Payroll clerks	$ 7.42

HAVE QUESTIONS?

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And don't forget to stay abreast of current statistics. . . **SUBSCRIBE** to Plant Location (free of charge) by checking the appropriate box on the **READER SERVICE ACTION CARD.**

Accounting clerks	7.49
File clerks	5.90
Typists	6.71
Key entry operators	6.59
Secretaries	9.67
Switchbd opr-recept's	6.09
Drafters	10.01
Electronics technicians	12.75
Computer operators	9.38
Computer programmers	13.14
Computer systems analysts	16.44
Maintenance & powerplant	
Carpenters	12.76
Electricians	13.40
Engineers, stationary	12.02
Machinists	13.55
Mechanics (machinery)	11.16
Tool & die makers	13.68
Custodial & material movement	
Guards	5.08
Janitors, porters & cleaners	4.40
Laborers, mat'l handling	7.95
Shippers & receivers	9.25
Truckdrivers	8.43
Forklift operators	8.76

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
2,457.7	NA	NA
MANUFACTURING		
545.4	41.0	7.58
DURABLE GOODS		
207.2	42.4	8.43
Lumber & wood prods.-SIC 24		
34.4	41.4	5.86
Furniture & fixtures-SIC 25		
10.8	38.5	5.84
Stone, clay, & glass prods.-SIC 32		
19.0	42.1	8.02
Primary metal industries-SIC 33		
16.2	40.9	9.23
Fabricated metal products-SIC 34		
20.0	43.8	7.69
Machinery, except electrical-SIC 35		
24.5	41.8	8.11
Electric & electronic equipment-SIC 36		
26.3	46.0	8.62
Transportation equipment-SIC 37		
43.4	43.2	12.62
NONDURABLE GOODS		
338.3	40.2	7.04
Food & kindred products-SIC 20		
57.0	40.3	6.99
Textile mill products-SIC 22		
105.7	40.5	6.45
Apparel & other textile prods.-SIC 23		
74.6	36.8	4.93
Paper & allied products-SIC 26		
29.8	45.5	11.29
Printing & publishing-SIC 27		
30.4	NA	NA
Chemicals & allied products-SIC 28		
18.9	43.1	9.28
Leather & leather prods.-SIC 31		
1.7	38.4	4.03

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Albany — 1eg, 6e
Athens — 6e, 2g
Atlanta — 6e, 2g
Augusta — 6e, 2g
Columbus — 6e, 9g
East Point — 4e, 6e, 2g
Macon — 6e, 2g
Marietta — 6e, 7e, 2g, 3g
Rome — 6e, 2g
Savannah — 8e, 2g
Valdosta — 6e, 2g
Warner Robins — 5e, 10g

1. Albany Water, Gas & Light Cmsn. 207 Pine Ave., Albany 31703
2. Atlanta Gas Light Co. 235 Peachtree St., N.E., P.O. Box 4569, Atlanta 30302
3. Austell Natural Gas System 2838 Washington St., Austell 30001
4. East Point Electric Utilities Dept. City Hall Annex, East Point 30344
5. Flint Electric Membership Corp. P.O. Box 308, Reynolds 31076
6. Georgia Power Co. 333 Piedmont Ave., N.E., Atlanta 30308
7. Marietta Bd. of Lights & Water Wks. 205 Lawrence St., Marietta 30060
8. Savannah Elec. and Power Co. 600 Bay St. E., Savannah 31402
9. United Cities Gas Co. 1200 Parkway Towers Nashville, TN 37219
10. Warner Robins City Gas System 700 Watson Blvd., Warner Robins 31093

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Albany 1, 2, 9, 10, 12, 14
Athens 1, 2, 24
Atlanta 1-28
Augusta 1, 2, 9, 10, 12-14, 23, 24
Columbus 1, 2, 9, 10, 12, 14
East Point 1, 2 (Atlanta)
Macon 1, 2, 9, 10
Marietta 2 (Atlanta)
Rome 1 (Atlanta)
Savannah 1, 2, 5, 9, 12, 23
Valdosta 1, 2, 3, 10
Warner Robins 1 (Macon)

Railroads

1. Norfolk Southern Corp.
2. Seaboard System Railroad

Airlines

3. Air Atlanta
4. Air Jamaica
5. American
6. Bahamasair
7. British Caledonia
8. Continental
9. Delta
10. Delta Connection
11. Eagle Airline

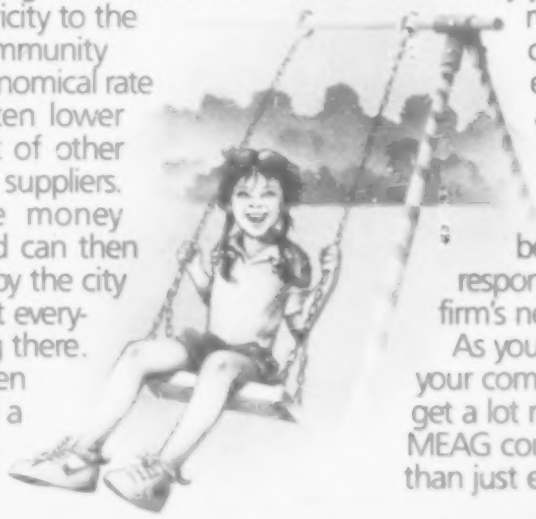
How To Get More From An Electric Utility

Than Electricity.

Thanks to MEAG, a lot of companies in Georgia are getting more from their electric utility than just electricity.

Because MEAG, the Municipal Electric Authority of Georgia, is a non-profit authority that sells low-cost, dependable electric energy to 47 municipalities. These participating cities then resell the electricity to the entire community at an economical rate that's often lower than that of other electricity suppliers. And the money generated can then be used by the city to benefit everyone living there.

So when you build a facility in a MEAG community, the money you spend on electricity can buy more than just excellent power and service. It can also help to improve parks and recreation, improve fire and police protection, or even lower taxes. And that's good for your company, your employees, and everyone else in town. In short, every kilowatt hour of electricity you use can make your company an even greater asset to the community. So the community will be even more responsive to your firm's needs.



As you can see, your company can get a lot more from MEAG communities than just electricity.

In fact, you can get something right now: a free brochure explaining all the benefits of building a facility in a MEAG community. Just fill in the coupon below and mail it today.

The Communities of MEAG

There's More In It For You Than Just Electricity.

☐ Yes, I want to get more for my company's energy dollars. Rush me my free brochure and tell me how.

Our Company:

☐ is planning to build a new facility in Georgia in 19 ____.

☐ is considering locations for a new facility.

☐ has no immediate plans to build a new facility.

Name_____

Title_____

Company_____

Address_____

City_____ State_____

Zip_____

Phone (___) _____

Dan Hull
Manager of Economic Development
Municipal Electric Authority of Georgia
1470 Riveredge Parkway
Atlanta, Georgia 30328
(404) 952-5445

How To Get More From An Electric Utility Than Electricity.

Circle 31 on Brochure Service Card

12. Eastern
13. Eastern Atlantis Express
14. Eastern Metro Express
15. KLM
16. Lufthansa
17. Metro Airlines
18. Midwest Express
19. Northwest
20. Ozark Air Lines
21. Pan Am Express
22. People Express
23. Piedmont
24. Piedmont Commuter
25. Republic
26. Sabena
27. TWA
28. United

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (excl. kaolin)	2,266	7,740
Feldspar — short tons	510,000	13,600
Gem stones	NA	50
Mica (scrap)	88	5,946
Sand & gravel:		
Construction	5,900	16,500
Industrial	1,070	11,680
Stone:		
Crushed	35,500	146,000
Dimension	W	W
Talc & pyrophyllite	W	W
Combined values of cement, clays (kaolin), lithium compounds, olivine, peat, phosphate rock, and values indicated by symbol W		227,577
Total 1984 (preliminary)		429,093

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Albany	49	81	2062	2396
Athens	42	79	2965	1680
Atlanta	42	79	3021	1670
Augusta	45	81	2568	1935
Columbus	46	81	2356	2152
Macon	47	81	2279	2217
Rome	42	78	3122	1601

DEVELOPMENT COUNSELORS:

State Development Agency

Berry, George, Cmsr.
Toon, John D., Mktg. Mgr., Econ. Dev.
Georgia Dept. of Ind. & Trade
230 Peachtree St., N.W.
P.O. Box 1776, Atlanta, 30301
404/656-3556
404/656-7795

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Atlanta
Anderson, John, A.V.P.
Norfolk Southern
99 Spring St., S.W., 30303
404/529-1591

Burton, Parks W.
Atlanta Gas Light Co.
P.O. Box 4569, 30302
404/572-0844

Cassell, Robert B., C.I.D., Exec. Dir.
Southern Ind. Dev. Council
1584 Tullie Circle, N.E.
Suite 132, 30329
404/636-0969

Hull, Dan, Econ. Dev. Mgr.
Munic. Elec. Auth. of Ga.
1470 Riveredge Pkwy., 30328
404/952-5445

Newton, Frank, Dir
Cobb Cty. Community Dev.
1820 Water Pl., Ste. 200, 30339
404/951-8413

Augusta
Clifton, Christopher A.
Dir. of Ind. & Econ. Dev.
Gtr. Augusta Chamber of Comm.
P.O. Box 657, 30913
404/722-0421

Columbus
West, James F., Jr., Econ. Dev. Dir.
Columbus Chamber of Comm.
P.O. Box 1200, 31902
404/327-1566

Darien
Frank, Betty M., Exec. Dir.
McIntosh Cty. Ind. Authority
P.O. Box 896, 31305
912/437-6659

Fort Valley
Stine, Herman L. Exec. Dir.
Ind. Dev. Auth. of Peach Cty.
P.O. Box 1238, 31030
912/825-3733

Hinesville
Tolley, Ronald E., Exec. Dir.
Liberty Cty. Ind. Auth.
P.O. Box 1160, 31313
912/368-3356

Macon
Gatlin, Charles R., C.I.D., Exec. Dir.
Forward Macon, Inc.
P.O. Box 207, 31202-0207
912/741-8017

Marietta
Sund, Roger K., Econ. Dev. Group Mgr.
Cobb Chamber of Comm.
P.O. Box COBB, 30065-2429
404/980-2000

McDonough
Edenfield, L. M., Jr., Exec. Dir.
Henry Cty. Dev. Auth.
345 Phillips Dr., 30253
404/957-6200

PLANT LOCATION ADVERTISERS
offer you the best possible contacts for information on their areas. Contact them directly or use the handy reader inquiry card in the back of the book.

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for industrial real estate, machinery, & equipment
- Mortgage guarantees for industrial real estate, machinery, & equip.
- Training assistance
- Foreign trade zones
- Enterprise zones

Tax rates:
- Corporate income tax 7%
- Personal income tax 2%-5%
- Real property tax .....$.21/$100
- Sales tax.....5% (no sales & use tax on mfg. machinery & equipment)
- Incorporation tax.....none
- Franchise tax.....none
- Inventory tax ..... same as property (credited against state income tax)
- Gasoline tax .....$.13/gal.

Advanced education facilities:
- Four-year colleges & universities ...35 (+ 18 in D.C.)
- Two-year or junior colleges 20
- Vocational & business schools 331

Medical facilities:
- Hospitals 54
- Nursing & related care facilities ...187

Labor analysis:
- Civilian labor force.....2,281,675
- Public high school graduates ...57,440

For additional labor market information, contact Dept. of Employ. & Training, 1100 N. Eutaw St., Baltimore, 21201, 301/383-5600

Environment controls:

Air pollution: George P. Ferreri, Dir., Air Mgt. Admin., Dept. of Health & Mental Hygiene, 201 W. Preston St., Baltimore, 21201, 301/225-5235

Noise control: David L. Resh, Jr., Admin., Community Health Mgt. Programs, Off. of Environ. Programs, Dept. of Health & Mental Hygiene (same address as above), 301/225-6031

Waste management: Ronald Nelson, Dir., Waste Mgt. Admin., Off. of Environ. Programs, Dept. of Health & Mental Hygiene (same address as above), 301/225-5647

Water pollution: Richard B. Sellars, Jr., Dir., Water Mgt. Admin., Off. of Environ. Programs, Dept. of Health & Mental Hygiene (same address as above), 301/225-6300

What state is business really in?

Ask the almost 2500 manufacturing companies that have located in Georgia since 1970.

Or ask the more than 150 high-tech firms that have chosen Georgia sites for their operations.

Today, business is in the state of Georgia.

Manufacturers have announced more than $14 billion in Georgia plant investments in just the last fifteen years. And that doesn't include the billions of dollars that have gone into industrial parks, distribution centers and research and development facilities.

The fact is, business is in Georgia because Georgia is good for business.

Land and construction costs are 10 to 20% lower here than in other industrial states. And our cost of living is as much as 32% less than some areas.

The productivity growth of our labor force is 36% higher than the national average. Yet the cost of labor in Georgia is among the nation's lowest.

We haven't raised our corporate tax rate in 16 years. Or our state sales tax in 30. Yet our growth rate rivals any in America.

We're planning for the future too.

More than half the state's budget is spent on education. Our Quick Start program and vocational-technical system work hand-in-hand with business to provide the skilled workers it needs. And the Georgia Institute of Technology, part of the statewide university system, graduates more electrical engineers than any school in the nation.

If you are planning to expand or relocate, send us this form for more information about Georgia. The state of business today.

For free information write to: Georgia Department of Industry and Trade, Dept. PI, 230 Peachtree Street, NW., Atlanta, Georgia 30303

Name_____

Title_____

Company_____

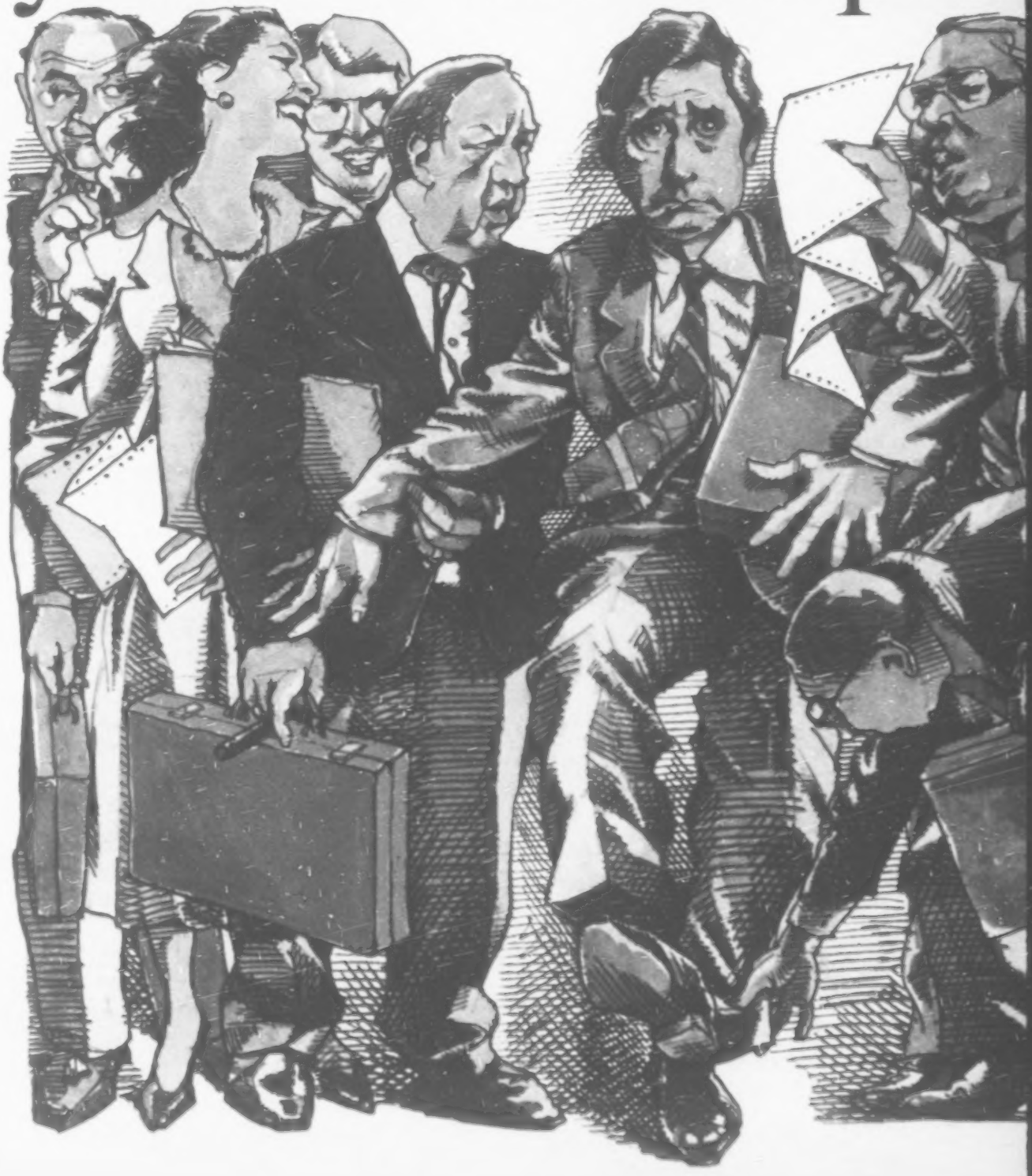
Address_____

_____

GEORGIA
The State
of Business Today

Circle 30 on

Ever wonder if the your arm are also pull



same people twisting ing your leg?

Whether out of pride, prejudice or desperation, everybody tells you that their place is the place for you to locate your business.

But when you want to make an informed decision, you don't need the same old story. What you need is timely, meaningful information, intelligently prepared and presented.

That's the Maryland approach. We offer business more than you can imagine. So we can make a strong case for the Maryland move, with no arm-twisting or leg-pulling. Just eye-opening facts.

To see if we belong on your list, contact Michael Lofton, Department of Economic and Community Development, Dept. 123, 45 Calvert Street, Annapolis, Maryland 21401. (301) 269-3514.

Maryland

More than you can imagine.

Circle 33 on Brochure Service Card

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
MARYLAND	4,216.4	4,381.6
Annapolis	31.7	33.1
Baltimore	786.8	753.4
Bethesda	78.3	NA
Bowie	33.7	NA
Cumberland	25.9	24.3
Frederick	27.6	32.5
Gaithersburg	26.4	NA
Hagerstown	34.1	33.5
Rockville	43.8	45.2
DISTRICT OF COLUMBIA	637.7	618.1
Washington	637.7	618.1

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	—Thousands—	
Baltimore	2,200.0	2,265.4
Cumberland, MD/WV	107.8	105.9
Hagerstown	113.1	116.6
Washington, DC/MD/VA	3,251.0	3,425.9
*Wilmington, DE/NJ/MD	524.1	535.6

*Primary Metropolitan Statistical Area (PMSA)

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
MARYLAND		
212.0	40.4	9.74
Baltimore MSA		
135.7	41.0	10.20
DISTRICT OF COLUMBIA		
14.8	NA	NA
Washington, D.C., SMSA		
79.2	38.7	10.96

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
MARYLAND		
2,277.5	97.2	4.3
Baltimore		
1,097.0	56.5	5.2
DISTRICT OF COLUMBIA		
319.6	29.2	9.1
Washington, D.C.		
2,033.1	82.1	4.0

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Baltimore 8-85	Washington, DC-MD-VA 3-85
Office, professional, & technical		
Payroll clerks	$ 8.20	7.01
Accounting clerks	7.33	7.44
File clerks	6.55	5.96
Typists	7.63	6.78
Key entry operators	6.97	6.64
Secretaries	9.22	9.68
Stenographers	10.67	10.21
Switchbd opr-recept's	5.81	6.61
Drafters	10.46	9.11
Electronics technicians	12.98	11.91
Computer operators	9.14	8.94
Computer programmers	12.29	13.23
Computer systems analysts	16.13	15.49
Maintenance & powerplant		
Carpenters	12.11	12.06
Electricians	13.56	12.66
Engineers, stationary	13.42	13.08
Machinists	13.53	NA
Mechanics (machinery)	12.75	NA
Tool & die makers	13.51	NA
Custodial & material movement		
Guards	5.45	5.45
Janitors, porters, & cleaners	4.51	4.08
Laborers, mat'l hdlg	7.74	8.11
Shippers & receivers	8.17	8.04
Truckdrivers	9.99	10.37
Forklift operators	9.24	10.07

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Annapolis (Baltimore)
Baltimore 1, 2, 3, 6-10, 12, 14, 18, 19, 21, 23, 24, 29, 31-34, 37-41, 44
Bethesda (Wash., D.C.)
Bowie 3 (Baltimore)
Cumberland 2, 18
Frederick 2 (Hagerstown)
Gaithersburg 2 (Wash., D.C.)
Hagerstown 2, 3, 4, 7, 34
Rockville 2 (Wash., D.C.)
Washington, D.C. 2-44

Railroads

1. Baltimore & Annapolis R.R. Co.
2. Chessie System Railroads
3. Conrail
4. Norfolk Southern Corp.

Airlines

5. Air France
6. Air Jamaica
7. Allegheny Commuter
8. American
9. American Eagle
10. Arrow Air
11. Braniff
12. British Airways
13. Brockway Air
14. Business Express
15. Christman Air System
16. Colgan Airways
17. Continental
18. Cumberland Airlines
19. Delta
20. Delta Connection
21. Eastern
22. East Hampton Aire
23. Empire
24. Icelandair
25. Midway Airlines
26. Midwest Express
27. New York Air
28. Northwest
29. Ozark Air Lines
30. Pan American
31. People Express
32. Piedmont
33. Piedmont Commuter
34. Piedmont Regional
35. Pilgrim Airlines
36. Presidential Airways
37. Republic
38. Resort Airlines
39. TWA
40. United
41. USAir
42. Western Airlines
43. Wheeler Airlines
44. World Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Annapolis — 1eg
Baltimore — 1eg
Bethesda — 6e
Bowie — 1e
Cumberland — 5e, 2g
Frederick — 5e, 3g
Gaithersburg — 6e
Hagerstown — 4e, 5e, 2g
Rockville — 6e
Washington, D.C. — 6e, 7g

1. Baltimore Gas & Elec. Co.
   P.O. Box 1475, Baltimore 21203
2. Columbia Gas Co. of Maryland Inc.
   200 Civic Center Dr., Columbus, OH 43216
3. Frederick Gas Co.
   924 East St., Frederick 21701
4. Hagerstown Mun. Elec. Light Plant
   600 S. Cannon Ave., Box 1498
   Hagerstown 21740
5. Potomac Edison Co.
   Downsville Pike, Hagerstown 21740
6. Potomac Elec. Power Co.
   1900 Pennsylvania Ave. N.W.
   Washington, D.C. 20068
7. Washington Gas Light Co.
   1100 H St., N.W., Washington, DC 20080

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
1,801.7	NA	NA
MANUFACTURING		
218.1	41.0	9.45
DURABLE GOODS		
116.4	42.3	10.40
Lumber & wood prods.-SIC 24		
3.6	39.8	6.81
Furniture & fixtures-SIC 25		
3.5	39.7	6.85
Stone, clay, & glass prods.-SIC 32		
7.1	44.3	9.27
Primary metal industries-SIC 33		
18.9	42.0	13.52
Fabricated metal products-SIC 34		
8.7	42.6	9.41
Machinery, except electrical-SIC 35		
18.4	43.2	10.83
Electric & electronic equipment-SIC 36		
38.5	42.6	8.84
Transportation equipment-SIC 37		
13.0	41.8	12.19

Instruments & related prods.-SIC 38		
2.8	38.2	8.28
Misc. mfg. industries-SIC 39		
1.9	40.4	7.31
NONDURABLE GOODS		
101.7	39.6	8.42
Food & kindred products-SIC 20		
26.8	40.2	7.75
Textile mill products-SIC 22		
1.2	NA	NA
Apparel & other textile prods.-SIC 23		
13.5	35.4	6.08
Paper & allied products-SIC 26		
9.8	41.8	8.45
Printing & publishing-SIC 27		
26.5	39.2	9.82
Chemicals & allied products-SIC 28		
12.5	43.3	10.73
Petroleum & coal prods.-SIC 29		
0.9	NA	NA
Rubber & misc. plastics prods.-SIC 30		
9.2	42.0	7.62
Leather & leather prods.-SIC 31		
1.3	36.2	5.06

District of Columbia

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
611.6	NA	NA
MANUFACTURING		
14.5	NA	NA
Printing & publishing-SIC 27		
11.5	NA	NA

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (excl. ball clay)	519	1,945
Gem stones	NA	2
Lime	6	318
Peat	W	W
Sand & gravel (construction)	12,600	49,100
Stone:		
Crushed	21,300	92,000
Dimension	17	864
Combined value of cement, ball clay, and values indicated by symbol W		88,636
Total 1984 (preliminary)		232,865

* thousand short tons

W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp F. Jan	Temp F. Jul	Degree Days Heating	Degree Days Cooling
Baltimore	33	77	4706	1138
College Park	34	77	4455	1203
Washington	31	76	5004	970

DEVELOPMENT COUNSELORS:

State Development Agency

Lofton, Michael, Dir.
Dept. of Econ. & Comm. Dev.
Dept. 108, 45 Calvert St.
Annapolis, 21401
301/269-3514; Telex: 87788

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Annapolis
Stone, Jeffrey L., Econ. Dev. Admin.
Off. of Econ. Dev., Anne Arundel Cty.
Rm. 416, Arundel Ctr., 21404
301/224-7268

Baltimore
Berkowitz, Bernard L., Pres.
Baltimore Econ. Dev. Corp.
36 S. Charles St., Ste. 2400, 21201
301/837-9305

Belcamp
McGee, Bob
Riverside Business Park
c/o Bata Land Co., Inc.
P.O. Box 35, 21017
301/433-4420

Bel Air
Sivertsen, William E., Dir.
Harford Cty. Office of Econ. Dev.
45 S. Main St., 21014
301/838-6000

Cumberland
Edgerley, David W., Exec. Dir.
Econ. Dev. Council of Allegany Cty.
1 Commerce Dr., 21502
301/777-5968

Elkton
Pugh, Michael R., Dir.
Office of Plng. & Econ. Dev.
Cecil County
Rm. 210, Court House, 21921
301/398-0200

Ellicott City
Collins, Frank, Econ. Dev. Coord.
Howard Cty. Government
3430 Court House Dr., 21043
301/992-2027

Hagerstown
Burtner, Leroy R., Dir.
Washington Cty. Econ. Dev. Cmsn.
Court House Annex, 21740
301/791-3080

Landover
Edwards, H. Joseph, Pres.
Prince George's Cty. Econ. Dev. Corp.
9200 Basil Ct., Ste. 200, 20785
301/386-5600

Leonardtown
Morgan, David W., Econ. Dev. Coord.
St. Mary's County
P.O. Box 653, 20650
301/475-5621

Prince Frederick
Reeves, R. Talmage, Dir.
Calvert Cty. Econ. Dev. Office
Court House, 20678
301/535-1600

Rockville
Friedman, Maritza Marie, Dir.
Off. of Econ. Dev.
Montgomery Cty. Gov't
Exec. Office Bldg.
101 Monroe St., Suite 1500, 20850
301/251-2345

Westminister
Lewis, Kathleen Ann, Econ. Dev. Dir.
Carroll Cty. Government
Office of Econ. Dev.
225 N. Center St., 21157
301/876-2085

WASHINGTON, D.C.
Murphy, Dennis C., Bus. Dev. Mgr.
Gtr. Wash. Board of Trade
1129 20th St., N.W., 20036
202/857-5966

Taylor, Gene P., Area Dev. Mktg. Mgr.
Washington Gas Light Co.
1100 H. St., N.W., 20080
703/750-7905

STATE INFORMATION:

Financial assistance to industry:
- Free job training to any industry creating 12 or more new jobs
- Land & equip. for pollution abatement exempt from local property tax
- Industrial revenue bond financing

Tax rates:
- Corporate income tax 6%
- Personal income tax 3%-7%
- Sales tax.....3% (1.5% local option)
- Equipment & machinery tax ..1% with $80.00 max item
- Incorporation tax .....$.80/$1,000
- Franchise tax .....$1.50/$1,000
- Inventory tax credit .....credit allowed on corporate income tax for property tax paid on manufacturers' "excessive" inventories of raw materials & goods in process
- Gasoline tax .....$.12/gal.

Advanced education facilities:
- Four-year colleges & universities ...47
- Two-year or junior colleges 7
- Vocational & business schools.....58

Medical facilities:
- Hospitals .....NA
- Clinics.....NA

Labor analysis:
- Civilian labor force.....2,946,000
- High-school graduates 66,803

For additional labor market information, contact Labor Resources Section, N.C. Dept. of Commerce, 430 N. Salisbury St., Raleigh, NC 27611, 919/733-4094

Environment controls:

Air & water pollution: Environ. Specialist, N.C. Dept. of Commerce, 430 N. Salisbury St., Raleigh, NC 27611

THE FISH STORY

WE NET BIG ONES

In Gaston County, North Carolina big companies see good reason to build or relocate plants, regional facilities and even home offices. Carolina Freight, Homelite Chain Saws, Wix Automotive Equipment and Freightliner Trucks are a few of these smart companies.

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Barbara Boster, C.I.D.
Gaston County
Economic Development Commission
P.O. Box 2168
Gastonia, N.C. 28053
704 867-4771

Circle 35 on Brochure Service Card

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
NORTH CAROLINA	5,874.4	6,215.9
Asheville	53.3	58.7
Burlington	37.3	37.1
Chapel Hill	32.4	34.0
Charlotte	314.4	333.8
Durham	100.8	102.0
Fayetteville	59.5	70.0
Gastonia	47.3	47.8
Goldsboro	31.9	NA
Greensboro	155.6	159.8
Greenville	35.7	NA
High Point	64.1	66.8
Kannapolis	36.0	32.2
Kingston	25.2	NA
Raleigh	149.8	170.9
Rocky Mount	41.3	46.5
Wilmington	44.0	45.0
Wilson	34.4	NA
Winston-Salem	131.9	142.4

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	—Thousands—	
Asheville	160.9	166.7
Burlington	99.1	99.5
Charlotte-Gastonia-Rock Hill, NC/SC	971.0	1,031.6
Fayetteville	247.2	263.4
Greensboro-Winston-Salem-High Point	827.4	891.6
Hickory	202.6	214.7
Jacksonville	112.8	120.9
Raleigh-Durham	561.0	617.0
Wilmington	103.5	111.5

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
NORTH CAROLINA		
813.5	40.0	7.32
Asheville		
19.8	41.8	7.39
Charlotte-Gastonia-Rock Hill		
141.6	40.3	7.45
Greensboro-Winston-Salem-High Point		
152.9	38.9	8.02
Raleigh-Durham		
57.6	40.6	8.38

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
NORTH CAROLINA		
3,154.0	133.7	4.2
Asheville		
87.9	3.3	3.8
Charlotte-Gastonia-Rock Hill		
566.2	24.0	4.2
Greensboro-Winston-Salem-High Point		
494.6	18.4	3.7
Raleigh-Durham		
392.9	9.7	2.5

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Greensboro-Winston Salem-High Point 8/85
Office, professional, & technical	
Payroll clerks	$ 6.87
Accounting clerks	6.95
File clerks	4.99
Typists	6.62
Key entry operators	6.72
Secretaries	8.83
Stenographers	NA
Switchbd opr-recept's	5.82
Drafters	11.00
Electronics technicians	13.42
Computer operators	8.89
Computer programmers	10.92
Computer systems analysts	15.54
Maintenance & powerplant	
Carpenters	10.28
Electricians	12.82
Engineers, stationary	15.38
Machinists	NA
Mechanics (machinery)	11.84
Tool & die makers	12.35
Custodial & material movement	
Guards	4.79
Janitors, porters & cleaners	4.80
Laborers, mat'l hdlg	7.01
Shippers & receivers	8.19
Truckdrivers	9.86
Forklift operators	9.21

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
2,561.8	NA	NA
MANUFACTURING		
830.6	39.9	7.01
DURABLE GOODS		
331.2	40.7	7.23
Lumber & wood prods.-SIC 24		
37.1	40.4	5.92
Furniture & fixtures-SIC 25		
84.6	38.7	6.24
Stone, clay, & glass prods.-SIC 32		
18.7	42.2	7.61
Primary metal industries-SIC 33		
10.9	44.2	8.05
Fabricated metal products-SIC 34		
26.4	41.4	7.75
Machinery, except electrical-SIC 35		
54.8	42.3	8.22
Electric & electronic equipment-SIC 36		
62.4	41.5	8.31
Transportation equipment-SIC 37		
20.6	42.3	7.89
Instruments & misc. mfg.-SIC 38		
15.7	NA	NA
NONDURABLE GOODS		
499.4	39.4	6.88
Food & kindred products-SIC 20		
44.0	39.0	6.38
Tobacco manufactures-SIC 21		
24.2	38.2	11.80
Textile mill products-SIC 22		
220.2	39.5	6.26
Apparel & other textile prods.-SIC 23		
92.3	37.2	4.99
Paper & allied products-SIC 26		
22.3	43.7	10.63
Printing & publishing-SIC 27		
24.1	39.2	7.75

Chemicals & allied products-SIC 28		
38.2	40.9	9.04
Rubber & misc. plastics prods.-SIC 30		
29.3	42.3	8.68

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Asheville 1, 7-9, 11, 15, 16, 22
Burlington 1 (Greensboro)
Chapel Hill (Raleigh-Durham)
Charlotte 1, 2, 4-7, 9, 10, 12-22
Durham 1-5, 7, 9, 12-16, 19-22
Fayetteville 2, 4, 8, 15, 17
Gastonia 1, 2 (Charlotte)
Goldsboro 1, 2 (Kinston)
Greensboro 1, 4, 7, 9, 12, 14-16, 21-22
Greenville 1, 2, 16
High Point 1 (Greensboro)
Kinston 1, 2, 15, 16
Raleigh 1-5, 7, 9, 12-16, 19-22
Rocky Mount 2, 5
Wilmington 2, 3, 5, 15
Wilson 1, 2 (Rocky Mount)
Winston-Salem 1, 16

Railroads

1. Norfolk Southern Corp.
2. Seaboard System Railroad

Airlines

3. Air-Lift
4. American
5. American Eagle
6. Christman Air System
7. Delta
8. Delta Connection
9. Eastern
10. Eastern Atlantis Express
11. Eastern Metro Express
12. Ozark Air Lines
13. Pan American
14. People Express
15. Piedmont
16. Piedmont Commuter
17. Piedmont Regional
18. Tennessee Airways
19. TWA
20. United
21. USAir
22. Wheeler Flying Service

UTILITIES:

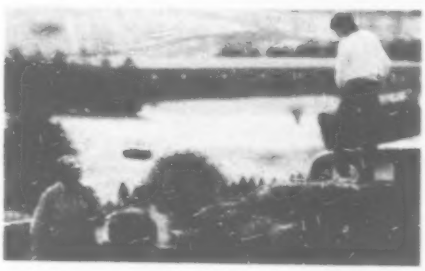
Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Asheville — 1e, 10g
Burlington — 2e, 9g
Chapel Hill — 2e, 10g
Charlotte — 2e, 9g
Durham — 2e, 10g
Fayetteville — 3e, 8g
Gastonia — 4e, 10g
Goldsboro — 1e, 8g
Greensboro — 2e, 9g
Greenville — 5eg, 8g
High Point — 2e, 6e, 9g
Kinston — 7e, 8g
Raleigh — 1e, 10g
Rocky Mount — 11eg, 8g
Wilmington — 1e, 8g
Wilson — 12eg, 8g
Winston-Salem — 2e, 9g

1. Carolina Power & Light Co.
   411 Fayetteville St., Raleigh 27602
2. Duke Power Co.
   422 S. Church St., Charlotte 28242
3. Fayetteville Pub. Works Cmsn.
   508 Person St., Box 1089
   Fayetteville 28302
4. Gastonia Water & Lt. Dept.
   P.O. Box 1748, Gastonia 28052
5. Greenville Utilities Cmsn.
   200 W. 5th St., Box 1847, Greenville 27835
6. High Point Electric Utilities Dept.
   211 S. Hamilton, Box 230
   High Point 27261
7. Kinston Public Utilities
   207 E. King St., Box 339, Kinston 28501
8. NC Natural Gas Corp.
   150 Rowan St., Fayetteville 28301
9. Piedmont Natural Gas Co.
   1915 Rexford Rd., Charlotte 28211
10. Public Service Co. of NC
    400 Cox Rd., Gastonia 28053
11. Rocky Mount Pub. Utilities
    One Government Plaza, Box 1180
    Rocky Mount 27801

NORTH CAROLINA EMC'S LOOKBOOK.



The uncrowded rural areas of North Carolina are attracting more and more business and industry to our state.

We'll show you and tell you what the attraction is in our new economic and industrial development brochure.

Send for it now. Write to Bud Cohoon, Director of Economic Development, North Carolina Electric Membership Corporation, 3400 Sumner Boulevard, Post Office Box 27306, Raleigh, North Carolina 27611. Telephone (919) 872-0800.

EMC

Circle 37 on Brochure Service Card

ALAN C. KÖLZ

MANAGEMENT CONSULTANTS SINCE 1971

• SITE SELECTION
• FACILITY PLANNING
• PLANT MOVES

Northwestern Plaza, Suite 1003, Asheville, N.C. 28801
(704) 254-8558

Circle 110 on Brochure Service Card

Number 2 in a series of 8 listings.

Plants For Sale.

Plant No.	Square Feet	Site Acreage	Ceiling Height	Special Features
651-1206	11,000	3	24'	Rail possible
652-1206	14,000	13	12'	12" floors
633-1206	89,842	6.5	10-28'	Rail possible
646-1206	94,292	5	20+'	Natural gas
647-1206	134,000	26	24'	Easy expansion
649-1206	145,000	10	16'	Crane ways
640-1206	335,900	63	22-28'	13 cranes/rail/gas
650-1206	434,000	122	21-27'	Cranes/natural gas

These and many other exceptional existing plant facilities are available for immediate occupancy in North Carolina. For more information, just write: Robert G. Brinkley N. C. Department of Commerce, Business/Industry Development Division, 430 N. Salisbury St., Raleigh, North Carolina 27611. Or call (919) 733-4151.

North Carolina Department of Commerce

Circle 36 on Brochure Service Card

12. Wilson Utilities Dept. (Electric)
112 N. Goldsboro St., Box 10
Wilson 27893
City of Wilson (Gas)
800 N. Pine St., Wilson 27851

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (excl. kaolin)	2,266	7,740
Feldspar — short tons	510,000	13,600
Gem stones	NA	50
Mica (scrap)	88	5,946
Sand & gravel:		
Construction	5,900	16,500
Industrial	1,070	11,680
Stone:		
Crushed	35,500	146,000
Dimension	W	W
Talc & pyrophyllite	W	W
Combined values of cement, clays (kaolin), lithium compounds, olivine, peat, phosphate rock, and values indicated by symbol W		227,577
Total 1984 (preliminary)		429,093

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Asheville	37	73	4294	842
Chapel Hill	39	77	3724	1310
Charlotte	41	79	3342	1546
Durham	40	78	3612	1387
Fayetteville	41	79	3155	1657
Gastonia	42	79	3158	1589
Goldsboro	42	80	3102	1704
Greensboro	38	77	3874	1303
High Point	40	78	3422	1387
Raleigh	40	78	3531	1394
Wilmington	46	80	2469	1904
Wilson	41	79	3233	1615

DEVELOPMENT COUNSELORS:

State Development Agency

Brinkley, Robert G., Asst. Dir.
Ind. Dev. Div.
N.C. Dept. of Commerce
430 N. Salisbury St.
Raleigh, 27611
919/733-4151

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Charlotte
Ewing, Maurice D., Econ. Dev. Rep.
Charlotte Chamber of Comm.
P.O. Box 32785, 28232
704/377-6911

Clyde
Croft, Bob E., Exec. Dir.
Haywood Cty. Econ. Dev. Cmsn.
P.O. Box 398, 28721
704/456-3737

Durham
Camp, James V., Econ. Dev. Dir.
Gtr. Durham Chamber of Comm.
Northwestern Bank Bldg.
201 N. Roxboro St., 27701
919/682-2133

Gastonia
Boster, Barbara R., C.I.D., Exec. Dir.
Gaston Cty. Econ. Dev. Cmsn.
P.O. Box 2168, 28053
704/867-4771

Greensboro
Stapleton, Thomas L., C.I.D.
Econ. Dev. Dir.
Greensboro Area Chamber of Comm.
P.O. Box 3246, 27402
919/275-8675

Greenville
Chaffee, John D., Exec. Dir.
Pitt Cty. Dev. Cmsn.
P.O. Box 837, 27835-0837
919/758-1989

Lincolnton
Murdock, Sue H., Exec. Dir.
Lincolnton/Lincoln Cty. Econ. Dev. Cmsn.
P.O. Box 247, 28092
704/732-1511

Raleigh
Cohoon, Bud, Econ. Dev. Dir.
N.C. Electric Membership Corp.
3400 Sumner Blvd.
P.O. Box 27306
919/872-0800

Roxboro
Newsome, Curtis Glenwood, Exec. Dir.
Person Cty. Econ. Dev.
P.O. Box 1581, 27573
919/599-0288

Wadesboro
Thompson, David W., Exec. V.P.
Anson Cty. Chamber of Comm.
P.O. Box 305, 28170
704/694-4181

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job creating
- Aid for job training
- Low interest loans
- Special discount electric rate in designated counties
- Foreign trade zones

Tax rates:
- Corporate income tax ..... 6% of net
- Personal income tax 2%-7%
- Sales tax 5%
- Incorporation tax ..... 40 mills/M; min. $40, max. $1,000
- Franchise tax ..... $1/$1000 valuation of proportion of paid-in surplus & capital
- Inventory tax ..... phased out by 1987
- Gasoline tax ..... $.13/gal.

Advanced education facilities:
- Four-year colleges & universities 33
- Technical colleges 22
- Commercial & business colleges 7
- Vocational schools 25

Medical facilities:
- Hospitals 72
- Specialized hospitals 8
- General infirmaries 10

Labor analysis:
- Civilian labor force 1,480,000
- Public high school graduates 37,570

For additional labor market information, contact Employ. Security Commission, 1550 Gadsden St., P.O. Box 995, Columbia, SC 29202, 803/758-2583

Environment controls:

Air & Water Pollution:
Dept. of Health & Environ. Control, 2600 Bull St., Columbia, 29201, (803) 758-5631

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	Thousands	
SOUTH CAROLINA	3,119.2	3,353.4
Anderson	27.3	28.1
Charleston	69.5	67.3
Columbia	99.3	98.1
Florence	30.1	32.1
Greenville	58.2	57.8
North Charleston	65.6	67.8
Rock Hill	35.3	38.4
Spartanburg	44.0	44.9

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	Thousands	
Anderson	133.2	144.2
Augusta, GA/SC	327.4	372.4
Charleston	430.3	484.0
Charlotte-Gastonia-Rock Hill, NC/SC	971.0	1,031.6
Columbia	408.2	440.3
Florence	110.2	117.2
Greenville-Spartanburg	568.8	605.0

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
SOUTH CAROLINA		
371.1	41.2	7.63
Charleston		
20.2	45.1	9.40
Columbia		
28.5	40.7	7.56
Greenville-Spartanburg		
98.6	41.3	7.40

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
SOUTH CAROLINA		
1,569.7	102.9	6.6
Charleston		
201.5	9.0	4.4
Columbia		
212.4	7.9	3.7
Greenville-Spartanburg		
306.3	17.8	5.8

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Greenville-Spartanburg 6/85
Office, professional, & technical	
Payroll clerks	$ 6.56
Accounting clerks	6.47
File clerks	4.75
Typists	6.16
Key entry operators	5.79
Secretaries	7.89
Switchbd opr-recept's	6.11
Drafters	9.44
Electronics technicians	11.23
Computer operators	7.85
Computer programmers	11.08
Computer systems analysts	14.37
Maintenance & powerplant	
Carpenters	8.20
Electricians	9.68
Engineers, stationary	9.19
Machinists	8.99
Mechanics (machinery)	9.49
Tool & die makers	10.41
Custodial & material movement	
Guards	4.32
Janitors, porters & cleaners	3.94
Laborers, mat'l handling	7.59
Shippers & receivers	6.50
Truckdrivers	9.04
Forklift operator	6.72

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
1,270.3	NA	NA
MANUFACTURING		
378.2	40.8	7.28
DURABLE GOODS		
123.5	41.9	7.31
Lumber & wood prods.-SIC 24		
15.2	44.8	6.60
Furniture & fixtures-SIC 25		
5.0	40.9	6.26
Stone, clay, & glass prods.-SIC 32		
10.6	42.8	8.50
Primary metal industries-SIC 33		
7.4	NA	NA
Fabricated metal products-SIC 34		
15.2	41.0	7.06
Machinery, except electrical-SIC 35		
30.6	42.7	7.92
Electric & electronic equipment-SIC 36		
22.7	40.1	6.37
Transportation equipment-SIC 37		
7.3	NA	NA
Instruments & related prods.-SIC 38		
5.8	40.5	7.16
Misc mfg. industries-SIC 39		
3.6	NA	NA

NONDURABLE GOODS

254.7	40.3	7.27
Food & kindred products-SIC 20		
14.3	41.2	6.21
Textile mill products-SIC 22		
113.0	40.3	6.79
Apparel & other textile prods.-SIC 23		
49.7	37.7	4.94
Paper & allied products-SIC 26		
15.2	43.4	11.26
Printing & publishing-SIC 27		
9.1	39.7	7.41
Chemicals & allied products-SIC 28		
32.6	41.9	10.60
Rubber & misc. plastics prods.-SIC 30		
19.5	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Anderson 1, 2, 12
Charleston 1-5, 7, 9, 11, 14
Columbia 1-5, 7, 10-12, 14
Florence 2, 4, 7, 8, 13
Greenville 1-7, 11, 12, 15
North Charleston 2 (Charleston)
Rock Hill 1, 4
Spartanburg 1, 2 (Greenville)

Railroads

1. Norfolk Southern Corp.
2. Seaboard System Railroad

Airlines

3. American
4. BankAir
5. Delta
6. Delta Connection
7. Eastern
8. Eastern Atlantic Express
9. PBA Providence-Boston
10. People Express
11. Piedmont
12. Piedmont Commuter
13. Piedmont Regional
14. United
15. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Anderson — 2e, 4g
Charleston — 6eg
Columbia — 6eg
Florence — 1e, 3g
Greenville — 2e, 4g
North Charleston — 6eg
Rock Hill — 5e
Spartanburg — 2e, 4g

1. Carolina Power and Light Co.
   411 Fayetteville St., Raleigh, NC 27602
2. Duke Power Co.
   422 S. Church St., Charlotte, NC 28242
3. Peoples Natural Gas Co. of SC
   1812 N. Irby St., Florence 29501
4. Piedmont Natural Gas Co.
   1915 Rexford Rd., Charlotte, NC 28211
5. Rock Hill Elec. Dept.
   155 Johnson, Box 11706, Rock Hill 29730
6. SC Electric and Gas Co.
   1426 Main St., (Box 764), Columbia 29218 (29260)

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement (portland)	2,200	93,300
Clays (excl. fuller's earth)	1,818	39,173
Gem stones	NA	10
Manganiferous ore	W	W
Peat	6	118
Sand & gravel:		
Construction	5,800	15,900
Industrial	875	14,620
Stone:		
Crushed	16,200	63,000
Dimension	16	1,092
Combined value of cement (masonry), clays (fuller's earth), mica (scrap), vermiculite, and values indicated by symbol W		28,772
Total 1984 (preliminary)		255,985

* thousand short tons
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Anderson	43	79	2949	1628
Charleston	49	82	1868	2304
Columbia	45	81	2629	2033
Florence	44	80	2727	1815
Greenville	41	78	3239	1501
Spartanburg	41	78	3239	1501

DEVELOPMENT COUNSELORS:

State Development Agency

Holladay, J. Mac, Dir.
South Carolina State Dev. Bd.
P.O. Box 927
Columbia, 29202
803/758-3145

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Aiken
Jameson, J. David, Dir.
Econ. Dev. Bd. of Aiken Cty.
P.O. Box 1708, 29802
803/648-3362

Bishopville
Woodmansee, Harry Thomas II, Exec. Dir.
Lee Cty. Dev. Board
Courthouse Sq., 29010
803/484-5341

Charleston
Decker, James D., Dir.
Charleston Dev. Bd.
P.O. Drawer E, 29402
803/723-2531

Columbia
Cole, B. B., Jr., Sr. Dir.
Gtr. Columbia Chamber of Comm.
P.O. Box 1360, 29202
803/733-1140

Greenville
Copenhaver, David N., Econ. Dev. V. P.
Gtr. Greenville Chamber of Comm.
P.O. Box 10048, 29603
803/242-1050

Lancaster
Wilson, James E., Ind. Contact
Lancaster Cty. Plng. & Dev. Cmsn.
P.O. Box 730, 29720
803/285-1565

Orangeburg
Ford, Thomas J., Exec. Dir.
Orangeburg Cty. Dev. Cmsn.
P.O. Drawer 1303, 29116
803/536-3333

Pickens
Fralick, Richard W., Exec. Dir.
Pickens Cty. Plng. & Dev. Cmsn.
P.O. Box 37, 29671
803/878-7816

Rock Hill
Smith, Ronald Carter, Exec. Dir.
York County
P.O. Box 10995, 29731
803/324-3058

STATE INFORMATION:

Financial assistance to industry:
- Bonds for buildings & equipment
- Bonds for pollution control
- Aid for job training
- Access roads
- Pollution controls tax exempt at local option
- Sales tax exemptions
- Solar energy facilities tax exempt at local option
- Imports exempt from inventory tax as long as they retain their status as imports

Tax rates:

Corporate income tax	6%
Personal income tax	2%-5.75%
Personal property tax	varies locally
Sales tax	4%
Franchise & incorp. tax	varies
Inventory tax	none
Gasoline tax	$.11/gal.

Advanced education facilities:
- Four-year colleges & universities 44
- Two-year or junior colleges.....26
- Vocational & bus. schools .....150 (approx.)

Medical facilities:
- Hospitals.....135
- Clinics.....160

Labor analysis:
- Civilian labor force..... 2, 916, 000
- Public high school graduates....64,000

For additional labor market information, contact Virginia Employ. Commission, P.O. Box 1358, Richmond, VA 23211, 804/786-3240.

Environment controls:

Air Pollution: W. R. Meyer, Exec. Dir., Air Pollution Control Bd., Rm. 1106, Ninth St. Off. Bldg., Richmond, 23219, 804/786-2378

Water Pollution: Richard N. Burton, Exec. Sec'y, State Water Control Bd., P.O. Box 11143, Richmond, 23230, 804/257-6384

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	Thousands	
VIRGINIA	5,346.3	5,692.4
Alexandria	103.2	107.0
Arlington	152.6	152.2
Blacksburg	30.6	NA
Charlottesville	45.0	40.5
Chesapeake	114.2	128.0
Danville	45.6	44.5
Hampton	122.6	125.8
Lynchburg	66.7	66.6
Newport News	144.9	150.8
Norfolk	267.0	279.0
Petersburg	41.1	40.7
Portsmouth	104.6	103.1
Richmond	219.2	210.3
Roanoke	100.4	97.5
Suffolk	47.6	48.6
Virginia Beach	262.2	315.6

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	Thousands	
Charlottesville	113.6	120.7
Danville	111.8	112.5
Johnson City-Kingsport-Bristol, TN/VA	433.6	446.7
Lynchburg	141.2	145.0
Norfolk-Virginia Beach-Newport News	1,171.1	1,260.9
Richmond-Petersburg	761.3	799.9
Roanoke	224.5	224.3
Washington, DC/MD/VA	3,251.0	3,425.9

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
VIRGINIA		
422.0	40.5	8.60
Bristol		
9.8	40.5	7.53
Charlottesville		
9.4	41.0	7.08
Danville		
17.7	41.5	7.87
Lynchburg		
25.3	40.3	8.09
Norfolk-Virginia Beach-Newport News		
68.5	NA	NA
Northern Virginia		
31.8	40.2	9.14
Richmond-Petersburg		
63.0	40.1	11.15
Roanoke		
20.5	41.4	7.54

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
VIRGINIA		
2,918.4	155.2	5.3
Charlottesville		
71.8	3.0	4.2
Danville		
55.8	5.1	9.2

This ad was made possible by JTPA through a grant from Virginia SDA's 1 and 2

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Tom Wood, Plant Manager
Volvo White
Dublin, Virginia

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To find out more about Southwest Virginia contact: Commonwealth of Virginia, Department of Economic Development, Southwest Regional Office, 468 East Main Street, Abingdon, Virginia 24210. (703) 628-1165

Name _____

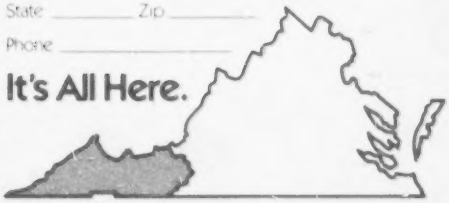
Company Name _____

Address _____

City _____

State _____ Zip _____

Phone _____



Circle 41 on Brochure Service Card

Area Wage Survey

Average straight-time hourly earnings

	Norfolk-Virginia Beach-Portsmouth VA/NC 5/85	Richmond 6/84	Washington, DC/MD/VA 3/85
Office, professional, & technical			
Payroll clerks	$ 6.20	7.19	7.01
Accounting clerks	6.24	6.94	7.44
File clerks	4.74	4.99	5.96
Typists	5.84	5.85	6.78
Key entry operators	5.62	6.13	6.64
Secretaries	7.38	8.10	9.68
Stenographers	NA	7.92	10.21
Switchbd opr-recept's	5.35	5.58	6.61
Drafters	8.29	8.74	9.11
Electronics technicians	NA	13.01	11.91
Computer operators	7.76	8.29	8.94
Computer programmer	10.75	11.34	13.23
Computer systems analysts	14.29	14.32	15.49
Maintenance & powerplant			
Carpenters	10.66	12.82	12.06
Electricians	12.02	14.04	12.66
Engineers, stationary	NA	13.36	13.08
Machinists	10.25	13.56	NA
Mechanics (machinery)	10.32	15.05	NA
Custodial & material movement			
Guards	4.22	4.30	5.45
Janitors, porters & cleaners	4.64	4.24	4.08
Laborers, mat'l handling	6.31	7.31	8.11
Shippers & receivers	8.85	9.09	8.04
Truckdrivers	7.75	9.19	10.37
Forklift operators	6.92	9.16	10.07

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Of some 3200 counties nationwide, only ten have earned AAA bond ratings from both Moody's Investors Service and Standard & Poor's. Henrico County, Virginia has earned a place in this exclusive neighborhood, and for good reasons:

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HENRICO COUNTY, VIRGINIA

One Of The Best-Run Counties In America.

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Lynchburg		
75.0	4.9	6.5
Norfolk-Virginia Beach-Newport News		
581.2	28.5	4.9
Richmond-Petersburg		
406.5	17.9	4.4
Roanoke		
120.4	5.8	4.8

*preliminary figures

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
2,325.0	NA	NA
MANUFACTURING		
420.1	40.3	8.12
DURABLE GOODS		
194.8	40.9	8.07
Lumber & wood prods.- SIC 24		
22.8	39.8	5.95
Furniture & fixtures-SIC 25		
23.7	39.4	5.25
Stone, clay, & glass prods.- SIC 32		
13.5	40.9	7.55
Primary metal industries-SIC 33		
10.9	41.8	9.18
Fabricated metal products-SIC 34		
18.6	41.8	8.71
Machinery, except electrical-SIC 35		
15.0	41.6	8.29
Electric & electronic equipment-SIC 36		
41.3	40.1	8.53
Transportation equipment-SIC 37		
42.2	NA	NA
Instruments & related prods.-SIC 38		
3.6	34.5	6.31
Misc. mfg. industries-SIC 39		
3.2	38.9	6.63
NONDURABLE GOODS		
225.3	39.8	8.16
Food & kindred products-SIC 20		
38.8	38.7	7.43
Tobacco manufactures-SIC 21		
16.1	NA	NA
Textile mill products- SIC 22		
43.4	38.7	6.44
Apparel & other textile prods.-SIC 23		
32.6	36.9	5.02
Paper & allied products-SIC 26		
15.5	43.1	10.17
Printing & publishing-SIC 27		
27.8	40.1	9.59
Chemicals & allied products-SIC 28		
32.7	41.1	10.59
Petroleum & rubber & misc.-SIC 29		
15.0	NA	NA
Leather & leather prods.-SIC 31		
3.4	36.3	4.38

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Alexandria 3 (Wash., D.C.)
Blacksburg (Roanoke)
Charlottesville 1, 3, 5, 7, 8, 14, 16
Chesapeake 1-4 (Norfolk)
Danville 3, 20
Hampton 1 (Newport News)
Lynchburg 1, 3, 5, 7, 8, 14, 15
Newport News 1, 16, 19
Norfolk 1-7, 9, 11-14, 16-19
Petersburg 3, 4 (Richmond)
Portsmouth 1-4 (Norfolk)
Richmond 1, 3, 4, 6, 7, 9-11, 14, 16, 18-20

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VIRGINIA BEACH

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Roanoke 3, 5, 7, 10, 14, 16
Suffolk 3, 4 (Norfolk)
Virginia Beach 2, 3 (Norfolk)

Railroads

1. Chessie System Railroads
2. Eastern Shore Railroad
3. Norfolk Southern Corp.
4. Seaboard System Railroad

Airlines

5. Allegheny Commuter
6. American
7. American Eagle
8. Avair, Inc.
9. Delta
10. Delta Connection
11. Eastern
12. Ozark Air Lines
13. People Express
14. Piedmont
15. Piedmont Commuter
16. Piedmont Regional
17. TWA
18. United
19. USAir
20. Wheeler Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Alexandria — 11e, 13g
Blacksburg — 1e, 10g
Charlottesville — 11e, 2g
Chesapeake — 11e, 3g, 6g, 12g
Danville — 1e, 4eg
Hampton — 11e, 12g
Lynchburg — 1e, 5g
Newport News — 11eg, 12g
Norfolk — 11e, 12g
Petersburg — 11e, 3g
Portsmouth — 11e, 3g, 6g
Richmond — 11e, 7g
Roanoke — 1e, 8g
Suffolk — 11e, 3g, 6g, 9g
Virginia Beach — 11e, 12g

1. Appalachian Power Co.
   40 Franklin Rd., Box 2021
   Roanoke 24022
2. Charlottesville Gas Div., 305 4th St., N.W., Charlottesville 22902
3. Commonwealth Gas Services Inc.
   200 S. 3rd St., Richmond 23219
4. Danville Water, Gas and Elec. Dept.
   Municipal Bldg., 418 Patton St.,
   Danville 24541
5. Lynchburg Gas Co.
   600 Main St., Lynchurg 24504
6. Portsmouth Gas Co.
   800 Loudoun Ave., Portsmouth 23707
7. Richmond Dept. of Pub. Utilities
   600 E. Broad St., Richmond 23219
8. Roanoke Gas Co.
   519 Kimball Ave., N.E., Roanoke 24016
9. Suffolk Gas Corp.
   130 Commerce St., Suffolk 23434
10. Tennessee-Virginia Energy Corp.
    108 W. 10th Ave. Johnson City, TN 37601
11. Virginia Elec. and Power Co.
    1 James River Pl., P.O. Box 26666
    Richmond 23261
12. Virginia Natural Gas
    5100 E. Virginia Beach Blvd., Norfolk 23502
13. Washington Gas Light Co.
    1100 H St., N.W., Washington, DC 20080

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	774	6,236
Gem stones	NA	20
Lime	592	31,376
Sand & gravel (construction)	8,300	31,800
Stone:		
Crushed	42,300	169,000
Dimension	92	3,052
Combined value of aplite, cement, gypsum, kyanite, iron oxide pigments (crude), sand and gravel (industrial), talc (soapstone), and vermiculite		76,208
Total 1984 (preliminary)		317,692

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Charlottesville	35	77	4189	1220
Danville	38	78	3856	1384
Lynchburg	35	76	4323	1074
Norfolk	40	78	3446	1458
Richmond	37	78	3960	1336
Roanoke	36	76	4315	1085

DEVELOPMENT COUNSELORS:

State Development Agency

Eubanks, P. Scott, Dir.
Virginia Dept. of Econ. Dev.
1000 Washington Bldg.
Richmond, 23219
804/786-3791

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Abingdon
Director
Commonwealth of Va.
Dept. of Econ. Dev.
Southwest Reg. Office
468 E. Main St., 24210
703/628-1165

Halifax
Confroy, William E.
Prospect Comm. Chairman
Halifax Cty. Ind. Dev. Auth.
P.O. Box 786, 24558
804/476-2111

Lexington
Litvin, Stuart L., Exec. Dir.
Rockbridge Area Econ. Dev. Comm.
6 E. Washington St., 24450
703/463-7346

GROUNDS FOR CHOOSING AN INDUSTRIAL SITE IN ONE OF THE BEST-RUN COUNTIES IN AMERICA.

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Like interstate highways already constructed to meet transportation needs well into the next century. A school system repeatedly honored with Presidential recognition. And some of the most impressive industrial sites and office parks in the country.

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One Of The Best-Run Counties In America.

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Mature, responsible 200-year-old seeks new job opportunities.

RESUME

The Richmond Area

OBJECTIVES: Eager to provide management with the skills and versatility of a growing work force.

EXPERIENCE: "An extremely high degree of satisfaction with labor force" reported by 74 major employers in recent study.

QUALIFICATIONS: Qualified in fields as diverse as distribution, bio-medical technology and light manufacturing. Conveniently situated to serve Sunbelt and population centers of the Northeast. Ideal for regional and corporate offices. Headquarters to 14 Fortune 500 corporations. Money center, with the Fifth District Federal Reserve Bank, several regional banks and five independent NYSE members.

HONORS: Selected "the most liveable and innovative area" in eight Southeastern states by Partners for Liveable Places. Highly ranked by "Places Rated Almanac".

EDUCATION: Virginia Commonwealth University, Medical College of Virginia, University of Richmond, Virginia Union University, Randolph-Macon College, Virginia State University, and two community colleges.

HEALTH: Excellent. A right-to-work state, enjoys healthy relationship between government and business.

REFERENCES: For copy of study of the Richmond Area's labor force, call or write the Metropolitan Economic Development Council, Suite E, 201 E. Franklin St., Richmond, VA 23219, (804) 643-3227.

Circle 40 on Brochure Service Card

The Richmond Area

The Counties of Chesterfield, Hanover, Henrico and the City of Richmond.

Lynchburg
Cobb, V. Lee, Dir.
Office of Econ. Dev.
P.O. Box 60, 24505
804/847-1732

Martinsville
Wuensch, Lawrence W., Exec. Dir.
Martinsville - Henry Cty. Econ. Dev. Corp.
208 Starling Ave., 24113
703/632-8188

Newport News
Executive Director
Va. Peninsula Econ. Dev. Council
P.O. Box 6000, 23606
804/872-8000
Ward, Thomas E., Dev. Dir.
City of Newport News
2400 Washington Ave., 23607
804/247-8428

Norfolk
Smithwick, Robert, Dev. Dept. Dir.
City of Norfolk
407 City Hall Bldg., 23501
804/441-2941

Prince George
Owen, Harold H., Exec. Dir.
Prince George Ind. Dev. Auth.
P.O. Box 202, 23875
804/733-6330

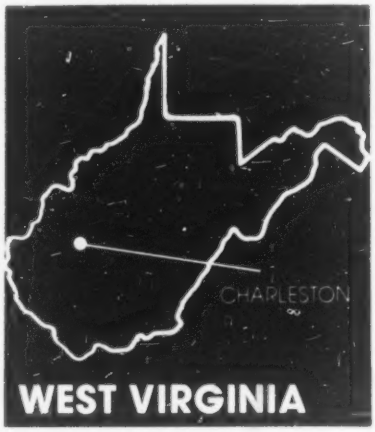
Prince William
Lingle, Dyan, Econ. Dev. Dir.
Prince William County
1 County Complex Ct., 22192
703/335-6680

Richmond
McComas, James A., Jr., C.I.D., Dir.
Econ. Dev. Office
City of Richmond
900 E. Broad St., Rm. 508, 23219
804/780-8419
Wilkinson, Sally, Admin. Asst.
County of Henrico
P.O. Box 27032, 23273
804/747-4211
Wood, A. J. Christopher, Exec. Dir.
Metropolitan Econ. Dev. Council
201 E. Franklin, 23219-2281
804/643-3227

Roanoke
Saul, Charlie, Econ. Dev. Cons.
Appalachian Power Co.
40 Frankin Rd., SW, 24011
703/985-2623

Vienna
Young, April L., Exec. Dir.
Fairfax Cty. Econ. Dev. Auth.
8300 Boone Blvd., Ste. 450, 22180
703/760-0600

Virginia Beach
DeBellis, A James, Dir.
Dept. of Econ. Dev.
City of Virginia
770 Lynnhaven Pky., Ste. 200, 23452
804/427-4541



STATE INFORMATION:

Financial assistance to industry:

- Revenue bonds for land, buildings, & equipment
- Revenue bonds for pollution control
- Aid for job training (recruiting/testing/job placement services)
- Economic Development Authority — 4 competitively priced loan programs
- Site location & improvement assistance
- Access roads
- Investment tax credit/other tax incentives
- New "Super Tax Credit" for job creation
- Two new financing agencies:
  - W. Virginia Auto Assistance Corp.
  - W. Virginia Ind. & Trade Dev. Corp.

Tax rates:

- Corporate income tax ..... 6% on taxable income of $50,000 or less; 7% on adjusted net taxable income above $50,000
- Personal income tax 2.1%-13.0%
- Sales tax ..... 5% (no tax on food for human consumption; companies generally do not pay sales tax on items used in business)
- Incorporation tax ..... graduated
- Franchise registration fee $15/year
- Inventory tax ..... varies locally
- Gasoline tax ..... $.105/gal. + 5% sales tax

Advanced education facilities:

- Four-year colleges & universities 19
- Two-year or junior colleges 5
- Graduate colleges 2
- Vocational & business schools:
  - 7 Multicounty vocational centers
  - 33 High schools with vocational units (at least five or more)
  - 32 County centers (five or more occupational areas)
  - 17 Special schools offering vocational education
  - 70 Private schools

Medical facilities:

- General hospitals 67
- Specialty hospitals 4
- Nursing homes 86
- Rural health clinics (Medicare-certified) 22
- Home health agencies 46

Labor analysis:

- Civilian labor force 729,000 (1984)
- Public high school graduates 22,264 (1985)

For additional labor market information, contact Dept. of Employ. Security, California & Washington Sts., Charleston, WV 25305, 304/348-2630

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
WEST VIRGINIA	1,949.6	1,972.5
Charleston	64.0	59.0
Huntington	63.7	60.9
Morgantown	27.6	NA
Parkersburg	40.0	39.3
Wheeling	43.1	41.1

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	—Thousands—	
Charleston	269.6	269.3
Cumberland, MD/WV	107.8	105.9
Huntington-Ashland, WV/KY/OH	336.0	341.0
Parkersburg-Marietta, WV/OH	162.8	159.0
Steubenville-Weirton, OH/WV	163.1	156.4
Wheeling, WV/OH	185.6	183.1

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
WEST VIRGINIA		
87.6	39.2	10.28
Charleston		
13.4	41.7	12.68
Huntington-Ashland		
20.2	38.2	11.50
Parkersburg-Marietta		
13.8	41.1	11.80
Wheeling		
7.1	40.5	12.25

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
WEST VIRGINIA		
758.3	95.5	12.6
Charleston		
124.6	12.5	10.0
Huntington-Ashland		
121.7	14.2	11.6
Parkersburg-Marietta		
73.7	8.1	10.9
Wheeling		
77.9	10.3	13.3

*preliminary figures

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
595.0	NA	NA
MANUFACTURING		
91.1	40.3	9.93
DURABLE GOODS		
50.5	40.2	10.02
Lumber & furniture-SIC 24		
6.2	NA	NA
Stone, clay, & glass prods.-SIC 32		
10.2	39.7	9.32

THE NEW WEST VIRGINIA

One new law offers up to 90% tax credit to businesses that create new jobs.

The Spring 1985 legislative session in West Virginia created the most revolutionary tax law changes in the State's long history. Designed to cut the tax impact of large and small businesses, these changes make West Virginia a much more attractive alternative for plant expansion and relocation decisions. Here are some of the new laws and how they impact on business:

Business Investment Jobs Expansion Tax Credit Act (Super Tax Credit)—It can provide a tax credit of up to 90% that can be applied against corporate income taxes and business and occupation taxes. In some cases, it even provides rebates on property taxes and credits against state payroll taxes. Here's how it works: If at least 50 new jobs are created, up to 50% of qualified investment can be applied over ten years. At least 280 jobs, up to 60%; 520 jobs, up to 70%; 760 jobs, up to 80%; and 1000 jobs or more, up to 90%.

Business & Occupation Tax and Carrier Income Tax—Both of these taxes will be replaced (except some public utilities) on July 1, 1987, with a severance tax, a telecommunications tax and a business franchise tax, all with much more favorable tax rates. In total, 11 new tax programs have been established to help the efforts of business in West Virginia.

For a copy of the new tax laws and details on economic development in West Virginia including financial programs and assistance, contact L. L. Dudley, Director of Industrial Development, State Capitol, Charleston, WV 25305, 304/348-0400 or write directly to Governor Moore for an immediate personal response.

State of West Virginia

Arch A. Moore, Jr.
Governor

Circle 44 on Brochure Service Card

Primary metal industries-SIC 33
15.6 40.0 13.27
Fabricated metal products-SIC 34
5.6 40.2 9.15
Machinery, except electrical-SIC 35
5.9 40.0 9.94
Electric & electronic equipment-SIC 36
3.4 42.8 10.26
NONDURABLE GOODS
40.6 40.6 9.78
Food & kindred products-SIC 20
4.7 41.6 7.09
Apparel & other textile prods.-SIC 23
3.9 36.6 5.31
Printing & publishing-SIC 27
4.5 37.1 8.38
Chemicals & allied products-SIC 28
20.5 43.9 13.28

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Charleston 1, 2, 5, 7-11
Huntington 1, 7, 8, 10
Morgantown 1, 4, 6
Parkersburg 1, 4, 7, 11
Wheeling 1-3 (Pittsburgh, PA)

Railroads

1. Chessie System Railroads
2. Conrail
3. Norfolk Southern Corp.

Airlines

4. Allegheny Commuter
5. Christman Air System
6. Colgan Airways
7. Delta Connection
8. Piedmont
9. United
10. USAir
11. Wheeler Airlines

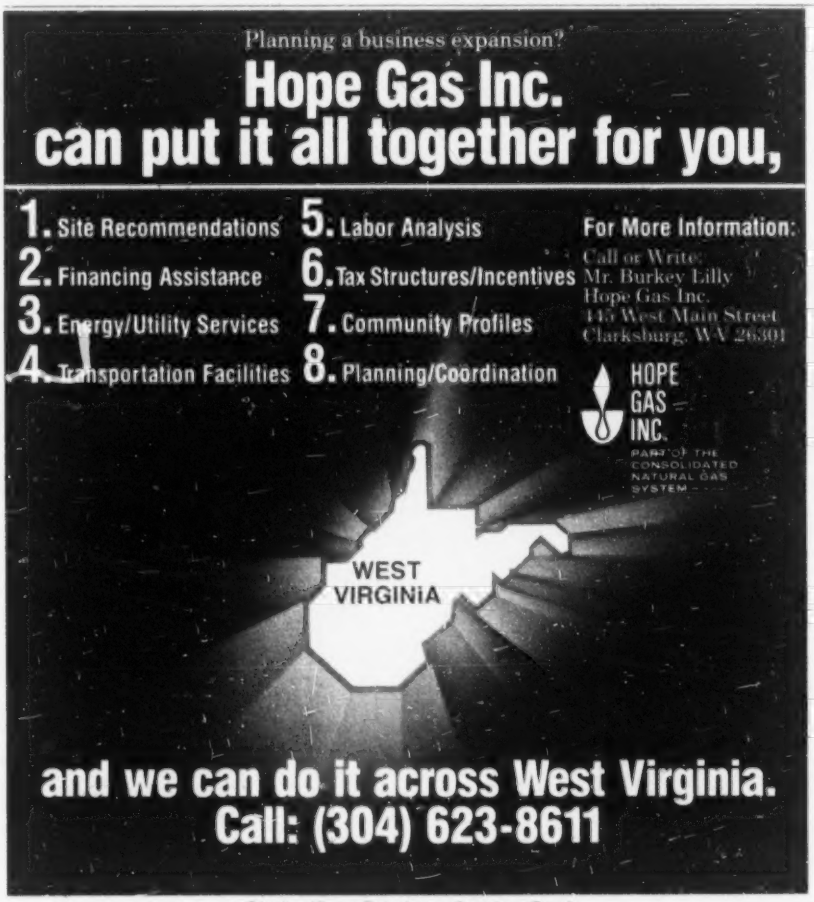
UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Charleston — 1e, 2g
Huntington — 1e, 2g, 4g
Morgantown — 5e, 3g
Parkersburg — 5e, 3g
Wheeling — 6e, 2g

1. Appalachian Power Co.
   40 Franklin Rd., Box 2021, Roanoke, VA 24022
2. Columbia Gas of West Virginia
   200 Civic Center Dr., Columbus, OH 43216
3. Consolidated Gas Transmission Corp., 445 W. Main St., Clarksburg 26301
4. Inland Gas Co.
   340 17th St., Ashland, KY 41101
5. Monongahela Power Co.
   1310 Fairmont Ave., Fairmont 26554
6. Wheeling Elec. Co.
   51-16th St., Box 751, Wheeling 26003



Circle 43 on Brochure Service Card

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (excl. fire clay)	272	592
Salt	483	W
Sand & gravel (construction)	800	3,200
Stone (crushed)	9,700	38,000
Combined value of cement, clays (fire clay), lime, salt, and sand and gravel (industrial)		60,765
Total 1984 (preliminary)		102,557

* thousand short tons
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Charleston	33	75	4697	1007
Fairmont	30	73	5354	761
Huntington	33	75	4676	1121
Morgantown	30	73	5360	768
Parkersburg	31	75	4957	1011
Wheeling	29	70	5450	840

DEVELOPMENT COUNSELORS:

State Development Agency

Dudley, Lysander L., Sr., Ind. Dev. Dir.
Governor's Off. of Comm. & Ind. Dev.
State Capitol
Charleston, 25305
304/348-0400

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Charleston
Shabdue, Hubert K., Econ. Dev. Cons.
Appalachian Power Co.
301 Virginia St., E., 25327
304/348-4731

Clarksburg
Lilly, Burkey, Econ. Dev. Mgr.
Hope Gas, Inc.
445 W. Main St., 26301
304/623-8611

Huntington
Vogel, Douglas, Dir.
Dept. of Dev.
City of Huntington
P.O. Box 1659, 25717
304/696-4435

Martinsbug
Reinke, Donald G., Dir.
Berkeley Cty. Dev. Auth.
P.O. Box 2086, 110 Burke St., 25401
304/267-4144

Parkersburg
Blankmann, Elmer W., Exec. Dir.
Wood Cty. Dev. Auth.
720 Juliana St., 26101
304/422-5650

Wheeling
James, Mark J., Econ. Dev. Cons.
Wheeling Electric Co.
51 16th St., 26003
304/234-3061

EAST NORTH CENTRAL

• ILLINOIS
• INDIANA
• MICHIGAN
• OHIO
• WISCONSIN

Regional Review

While no U.S. region escaped the recession of 1980-1982 unscathed, the East North Central region was hit harder than some. Most of the trouble came from the national decline in manufacturing. When the "smokestack" industries started closing down, a percent of the population went in search of lower taxes and better jobs, migrating to the South and West.

This has changed in the last few years. The region has been modernizing its industries, the automobile industry has regained some of its health, and the states have been cutting their tax rates. All of this is bringing new life back to the region, resulting in new construction and an increase in white-collar jobs.

Illinois. Chicago experienced record development and leasing activity in 1985. For the first half of the year, the city had the ninth-largest value of building permits in the U.S. with $413,068,197 issued. Office-building construction expanded outside of the city to four principal suburban markets: Oak Brook/East and West Tollway, Woodfield/Schaumburg, O'Hare, and the Edens Corridor.

Unlike many other U.S. cities, office construction in Chicago has not meant a serious decrease in metropolitan residential housing. In the city's downtown business district, just south of the Loop, new apartments and townhouses have been going up, creating homes for 10,000 people in an area where there was no housing five years ago.

Construction is taking place in other parts of the state, notably in Rockford and Decatur. Building permits in these cities were up 12.6% and 8.6% respectively in the first half of 1985.

In an effort to attract new business, the state set up the Illinois Venture Fund to

provide equity capital to new business start-ups. In conjunction with the Frontenac Venture Company, the fund offers financial assistance for research and development expenses, working capital needs, and fixed assets.

Indiana. 266 new businesses incorporated in the state from Nov. 1985 to Dec. 1985—an increase of 35.8% for the month. The yearly increase from Dec. 1984 to Dec. 1985 was 14.5%, the second-highest in the region.

In Indianapolis, building permit values were up 95.7% in the first half of 1985 to $412,436,374—the tenth-highest value in the country. In Hammond they were up 132.8%, in Fort Wayne they were up 86.4%, and in Evansville they were up 21.9%.

Population in the state remained unchanged from 1980 to 1985—a healthy sign considering the migration that took place in most of the rest of the region.

Michigan. On November 8, 1985, shortly after 10 A.M., Governor James J. Blanchard made the final payment on what was once a $1.6-billion state budget deficit, balancing Michigan's books for the first time in 10 years.

To pay this debt, the state put through a budget cut of $225 million and emergency legislation that included a state income tax increase of 38%. Now that the debt is paid, some of the tax increase will be dropped.

While Detroit is having difficulty coming out of its recessionary slump (when nearly one in every ten people moved out), other cities in the state are growing. In Dearborn building permit values were up 307.8% in the first half of 1985, in Sterling Heights they were up 86.9%, and in Ann Arbor they were up 30.5%.

Another sign that the state is turning around is the number of new business incorporations, which were up 14.8% from Dec. 1984 to Dec. 1985—the region's largest state increase.

Ohio. In July 1985 Governor Richard F. Celeste announced Ohio's Lender Commitment Program—the largest of its kind in the country. The program is a partnership between approximately 100 private lending institutions and the state to promote economic development by making long-term financing available to growing businesses.

The state had followed the example of others during the recession and had substantially raised taxes. Since 1983, however, taxes have been reduced 10%, with an additional 5% to be trimmed by 1987.

New business incorporations in the state were up 13.5% from Dec. 1984 to Dec. 1985. Building permit values for the first half of 1985 were up 135.4% in Youngstown and 24.8% in Cincinnati.

Wisconsin. The state's population grew by 1.8% from 1980 to 1985—the only state to grow in that period in the East North Central region.

In Madison building permit values were up 76.1% during the first six months of 1985 and in Milwaukee they were up 10.75%.

State programs to assist business development include the Permit Information Center, founded to identify necessary business permits and to resolve delays in obtaining permits. Another state effort toward assisting business development was the formation of the Wisconsin Strategic Development Commission with a mandate to improve business conditions. And the Wisconsin Housing and Economic Development Program set up a third program—the Small Enterprise Economic Development (SEED) program—to offer long-term, fixed-rate financing to small and medium-sized businesses at below-prime rates.□

STATE INFORMATION:

Financial assistance to industry:
- Investive tax credit
- Property tax exemption
- Bonds for Buildings
- Bonds for pollution control
- Aid for job training
- Site location assistance
- Direct loans

Tax rates:

Corporate income tax	4.0%
Personal income tax	2.5%
Personal property tax	none
Sales tax	5% state; 1%-3% local
incorporation tax	none
Franchise tax	1/10 of 1%
Inventory tax	none
Gasoline tax	12¢/gal.

Advanced education facilities:

Four-year colleges & universities	179
Two-year or junior colleges	51
Vocational & bus. schools	232+

Medical facilities:

Hospitals	240
Clinics	NA

Labor analysis:

Civilian labor force	5,727,000
High school graduates	4,300,000 in labor force

For additional labor market information, contact Illinois Dept. of Employ. Security, 910 S. Michigan Ave., Chicago, IL 60605, 317/793-5700

Environment controls:

Air pollution: Environ. Protection Agency, 2200 Churchill Rd., Springfield, 62701, 217/782-3397

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	Thousands	
ILLINOIS	11,418.5	11,552.9
Addison	28.8	NA
Alton	34.2	32.9
Arlington Heights	66.1	67.7
Aurora	81.3	87.1
Belleville	42.2	41.7
Berwyn	46.8	44.6
Bloomington	44.2	47.3
Bolingbrook	37.3	NA
Burbank	28.5	NA
Calumet City	39.7	NA
Carbondale	27.2	NA
Champaign	58.1	60.0
Chicago	3,005.1	2,963.5
Chicago Heights	37.0	34.8
Cicero	61.2	59.9
Danville	39.0	NA
Decatur	94.1	93.9
De Kalb	33.1	NA
Des Plaines	53.6	56.1
Downers Grove	39.3	43.7
East St. Louis	55.2	50.2
Elgin	63.8	68.7
Elk Grove Village	28.9	NA
Elmhurst	44.3	44.9
Evanston	73.7	70.4
Freeport	26.4	NA
Galesburg	35.3	NA
Glenview	30.8	NA
Granite City	36.8	35.5
Hanover Park	28.9	NA
Harvey	35.8	NA
Highland Park	30.6	NA
Hoffman Estates	38.3	NA
Joliet	78.0	79.2
Kankakee	30.1	29.3
Lansing	29.0	NA
Lombard	37.3	NA
Maywood	28.0	NA
Moline	45.7	45.8
Mount Prospect	52.6	52.4
Naperville	42.3	56.8
Niles	30.4	NA
Normal	35.7	36.6
Northbrook	30.7	NA
North Chicago	38.8	40.4
Oak Forest	26.1	NA
Oak Lawn	60.6	57.2
Oak Park	54.9	53.9
Palatine	32.2	NA
Park Forest	26.2	NA

In the land of Lincoln, a little goes a long, long way.

In northern Illinois, where less than half a cent buys one cubic foot of natural gas, your money does an honest day's work.

Our cost of energy is among the lowest in the nation, and the pennies you save can add up surprisingly fast. In fact, the more energy you use in your business, the more you stand to gain by locating in northern Illinois. Not only is natural gas here a bargain, but an extensive underground storage system will ensure your business dependable service despite peak demand.

Few states have our available energy, and none other has our diversified business opportunities and unique industrial resources. In northern Illinois especially, you'll find a land that might almost have been mapped out by your manager of planning and development.

Wherever you are in northern Illinois, you're right near the transportation hub of the country, Chicago, with ready access to all points by highway, air, water and rail. And whatever raw materials you may need, you'll probably find that some of your major suppliers are your neighbors.

For information on northern Illinois opportunities, and help with business expansion or re-location, write: J. Robert White, Director Industrial Development, Northern Illinois Gas, P.O. Box 190, Aurora, Illinois 60507.

If your business is going places, you belong in northern Illinois.

Circle 48 on Brochure Service Card

NORTHERN ILLINOIS GAS

One of the NICOR basic energy companies

Area Wage Survey

Average straight-time hourly earnings

	Davenport, Rock Island, Moline IA/IL 2/85	Chicago 3/85	St. Louis MO/IL 3/85
Office, professional, & technical			
Payroll clerks	$ 9.56	8.35	7.71
Accounting clerks	9.48	7.88	7.53
File clerks	6.62	5.77	5.13
Typists	9.85	6.62	6.32
Key entry operators	8.97	7.47	6.34
Secretaries	11.16	9.74	8.97
Stenographers	11.40	9.79	8.32
Switchbd opr-receptionists	6.23	6.94	5.82
Drafters	11.02	10.96	11.34
Electronics technicians	12.24	13.59	13.43
Computer operators	10.59	9.42	8.34
Computer programmers	14.66	12.94	12.07
Computer systems analysts	20.25	15.99	16.14
Maintenance & powerplant			
Carpenters	13.90	13.82	13.47
Electricians	14.25	14.12	14.34
Engineers, stationary	14.59	14.78	12.89
Machinists	13.43	13.68	14.77
Mechanics (machinery)	14.17	13.40	11.89
Tool & die makers	15.02	13.92	14.83
Custodial & material movement			
Guards	7.04	5.90	5.22
Janitors, porters, & cleaners	7.06	6.81	5.11
Laborers, mat'l handling	9.87	10.72	10.75
Shippers & receivers	10.14	8.44	10.49
Truckdrivers	11.22	13.37	11.95
Forklift operators	11.79	10.15	11.06

Park Ridge	38.7	NA
Pekin	34.0	34.1
Peoria	124.2	121.4
Quincy	42.4	41.6
Rock Island	47.0	45.3
Rockford	139.7	137.3
Schaumburg	52.3	56.7
Skokie	60.3	58.4
Springfield	99.6	103.6
Tinley Park	26.2	NA
Urbana	36.0	37.7
Waukegan	67.7	71.5
Wheaton	43.0	50.3
Wilmette	28.2	NA

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
ILLINOIS		
950.7	40.8	10.45
Aurora-Elgin		
35.9	40.8	10.45
Bloomington-Normal		
5.0	39.1	10.23
Champaign-Urbana-Rantoul		
7.2	40.0	9.20
Chicago-Gary		
581.4	40.9	10.24
Davenport-Rock Island-Moline		
31.3	38.1	12.29
Decatur		
15.0	40.9	13.24
Joliet		
21.1	41.3	11.51
Kankakee		
5.3	38.0	10.67
Lake County		
40.7	39.2	10.25
Peoria		
30.6	41.6	12.65
Rockford		
44.7	40.5	10.91
Springfield		
3.8	41.6	11.39

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
ILLINOIS		
5,647.8	500.7	8.9
Aurora-Elgin		
161.2	12.0	7.4
Bloomington-Normal		
61.3	3.2	5.3
Champaign-Urbana-Rantoul		
80.5	3.9	4.8
Chicago		
3,110.4	260.8	8.4
Davenport-Rock Island-Moline		
170.3	17.3	10.2
Decatur		
59.5	6.4	10.8
Joliet		
186.5	14.8	7.9
Kankakee		
42.6	4.8	11.2
Lake County		
245.5	14.1	5.7
Peoria		
153.1	16.2	10.6
Rockford		
139.7	14.0	10.0
Springfield		
101.3	6.5	6.4

*preliminary figures

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	—Thousands—	
*Aurora-Elgin	316.0	339.8
Bloomington-Normal	119.1	124.2
Champaign-Urbana-Rantoul	168.4	168.9
*Chicago	6,060.0	6,056.9
Davenport-Rock Island-Moline, IA/IL	384.0	388.3
Decatur	131.4	131.5
*Joliet	355.0	382.8
Kankakee	102.9	103.9
*Lake County	440.0	470.5
Peoria	365.9	370.5
Rockford	279.5	281.5
St. Louis, MO/IL	2,377.0	2,398.9
Springfield	187.8	194.4

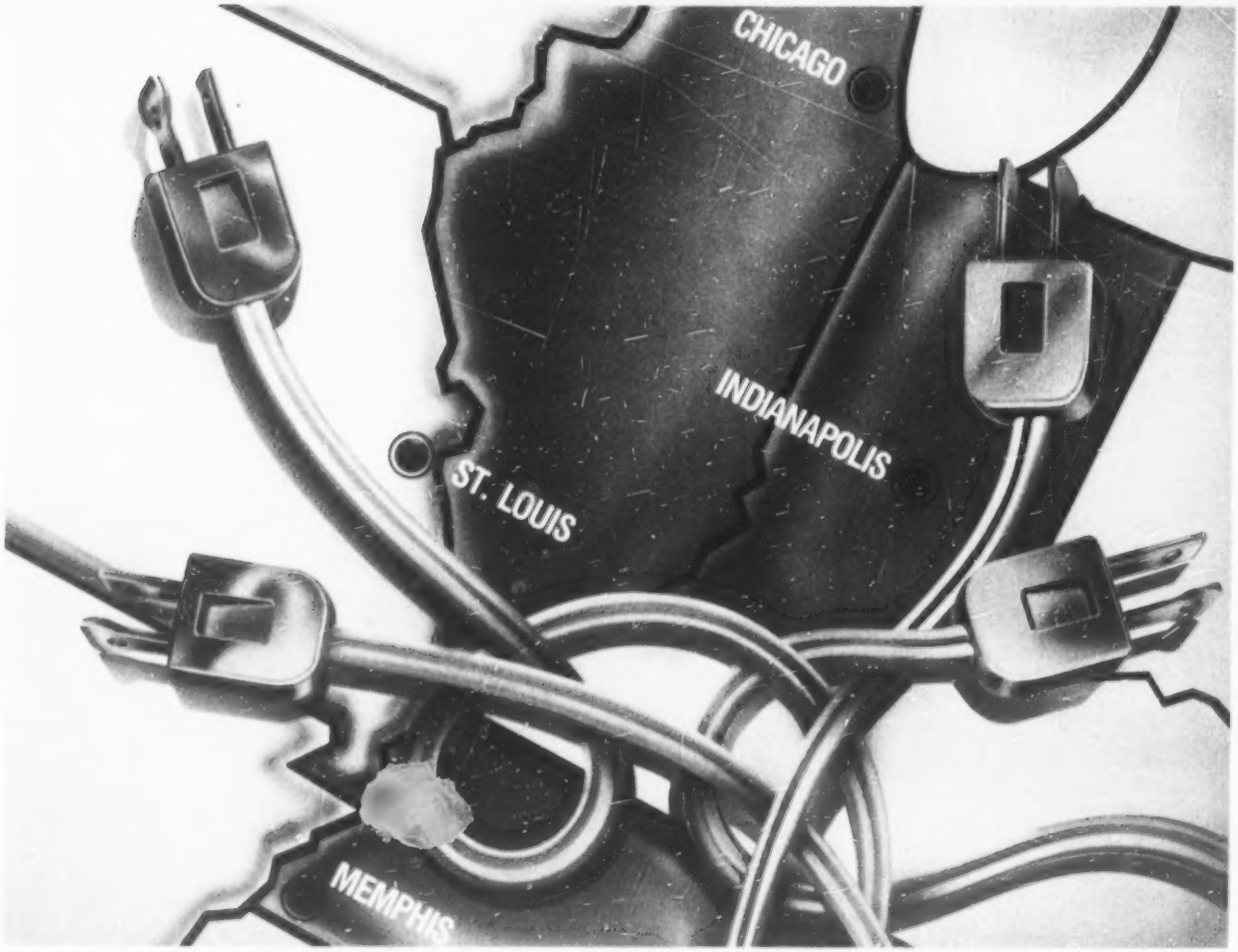
*Primary Metropolitan Statistical Areas (PMSAs)

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (C) = Chicago.

Addison 11 (C)
Alton 4, 11, 16 (St. Louis, MO)
Arlington Heights 7 (C)
Aurora 4 (C)
Belleville 11, 16, 18 (St. Louis, MO)
Berwyn 4, 11 (C)
Bloomington 8, 11, 16, 33
Bolingbrook (C)
Burbank (C)
Calumet City 2, 12 (C)
Carbondale 11, 67
Champaign 8, 11, 16, 33, 53, 58
Chicago 1-14, 16, 18, 19, 21-23, 25-53, 55-65, 68-72
Chicago Heights 2, 8, 9, 14, 18, 21 (C)
Cicero 2-4 (C)
Danville 8 14, 16, 18, 21, 33
Decatur 5, 11, 16, 33, 53
DeKalb 7 (Rockford)
Des Plaines 7, 19 (C)
Downer's Grove 4 (C)
East St. Louis 4, 5, 7, 8, 11, 15-18, 20, 21 (St. Louis, MO)
Elgin 7, 14 (C)
Elk Grove Village 7, 14 (C)
Elmhurst 7, 11 (C)
Evanston 7 (C)
Freeport 11 (Rockford)
Galesburg 1, 4, 33
Glenview 7, 14 (C)
Granite City 5, 7, 8, 11, 16-18, 20, 21 (St. Louis, MO)
Hanover Park 14 (C)
Harvey 2, 10, 11 (C)
Highland Park 7 (C)
Joliet 1, 5, 7, 9, 11 (C)
Kankakee 11 (C)
Lansing 8 (C)
Lombard 7, 11 (C)
Maywood 7, 12 (C)
Moline 4, 13, 14, 24, 25, 33, 53, 54, 66, 67, 69
Mount Prospect 7 (C)
Naperville 4 (C)
Niles 14 (C)
Normal 11, 16 (Bloomington)
Northbrook 14 (C)



Plug into big city markets without big city energy costs.

In the Interstate Network you can cut your demand energy costs by as much as fifty percent.

When you expand or relocate your business in Illinois' *Interstate Network*, CIPS can cut your electrical energy demand costs by as much as 50% with special incentive rates during the eight non-summer months. You can reduce your energy bill even further with "off-peak" rates as low as 2¢ per kilowatt hour — one of the lowest rates in the country.

The *Interstate Network* also offers fast access to big city markets like *Chicago, St. Louis, Indianapolis and Memphis.* You get six major interstate highways — I-74, I-55, I-57, I-70, I-64 and I-24 — to keep you in touch with prime markets. Combined with CIPS economical energy rates, you can increase profitability in an area of increasing economic growth.

Make the right connection

Call Ray Rakers at (217) 523-3600 for complete details on what CIPS can do for you in the Illinois *Interstate Network.*

CIPS
CENTRAL ILLINOIS
PUBLIC SERVICE COMPANY
General Offices: 607 E. Adams Street
Springfield, IL 62701
(217) 523-3600

Circle 45 on Brochure Service Card

ILLINOIS

North Chicago 7, 9 (C)
Oak Forest 7 (C)
Oak Lawn 2, 16, 18 (C)
Oak Park 2, 7 (C)
Palatine 7 (C)
Park Forest 9 (C)
Park Ridge 7 (C)
Pekin 8, 11 (Peoria)
Peoria 1, 4, 7, 8, 11, 16, 25, 33, 53, 68, 69
Quincy 4, 16, 33
Rock Island 4, 13, 14 (Moline)
Rockford 4, 7, 11, 14, 41
Schaumburg 14 (C)
Skokie 7, 14 (C)
Springfield 5, 11, 16, 25, 33, 53, 67
Tinley Park 7 (C)
Urbana 8, 11, 16 (Champaign)
Waukegan 7, 9 (C)
Wheaton 7 (C)
Wilmette 7 (C)

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Baltimore & Ohio Chicago Terminal
3. Belt Railway Co. of Chicago
4. Burlington Northern R.R. Co.
5. Chessie System Railroads
6. Chicago S. Shore & S. Bend R.R.
7. Chicago & North Western System
8. Conrail
9. Elgin, Joliet & Eastern Railway Co.
10. Grand Trunk Western R.R. Co.
11. Illinois Central Gulf R.R. Co.
12. Indiana Harbor Belt R.R. Co.
13. Iowa Interstate R.R. Ltd.
14. Milwaukee Road
15. Missouri-Kansas-Texas R.R. Co.
16. Norfolk Southern Corp.
17. St. Louis Southwestern Railway Co.
18. Seabord System Railroad
19. Soo Line Railroad Co.
20. Terminal R.R. Assn. of St. Louis
21. Union Pacific System.

Airlines

22. Air Canada
23. Air France
24. Air Midwest
25. Air Wisconsin
26. Alia
27. Alitalia
28. Alliance Airlines
29. American
30. American Eagle
31. Braniff
32. British Airways
33. Britt Airways
34. Continental
35. Crescent Helicopters
36. Delta
37. Delta Connection
38. Direct Air
39. Eastern
40. El Al
41. Frontier Airlines
42. Great Lakes Aviation
43. Icelandair
44. Japan Air Lines
45. Jet American Airlines
46. KLM
47. Lufthansa
48. Mexicana
49. Midstate Airlines
50. Midway Airlines
51. Midway Express
52. Northwest
53. Ozark Air Lines
54. Ozark Midwest
55. Pan American
56. People Express
57. Philippine Airlines
58. Piedmont
59. Republic
60. Sabena
61. SAS
62. Simmons Airlines
63. Skybus Inc.
64. Southwest Airlines
65. Swissair
66. Tennessee Airways
67. Trans World Express
68. TWA
69. United
70. USAir
71. Western Airlines
72. Yugoslav Airlines

In these changing times, it's nice to know where your next kilowatt is coming from.

Consider the effort you put into your business, the expense.

Consider the losses, if a shortage of power forced you to cut back. Or even shut down.

Now consider northern Illinois.

It's one area that can offer you a steady supply of power in the years ahead. Because Commonwealth Edison planned it that way.

We have the right fuel mix. We rely heavily on abundant fuels like coal and uranium.

And we're expanding our capacity. From 1983 to 1986, we'll have grown over 30%, giving northern Illinois businesses an additional 5,558,000 kilowatts to bank on.

Why not join us?

Write Jack Stephens, Coordinator, Economic Development, PL Commonwealth Edison, P.O. Box 767, Chicago, Illinois 60690. Or call him at (312) 294-3038. He'll send you a listing of sites. He'll put you in touch with key people who'll help with zoning, financing – anything you need to get started.

And we'll keep the kilowatts coming. You can count on it.

Commonwealth Edison

Circle 46 on Brochure Service Card

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Addison — 3e, 7g
Aiton — 11eg
Arlington Heights — 3e, 7g
Aurora — 3e, 7g
Belleville — 4eg
Berwyn — 3e, 7g
Bloomington — 4e, 7g
Bolingbrook — 3e, 7g
Burbank — 3e, 7g
Calumet City — 3e, 7g
Carbondale — 2eg
Champaign — 4eg
Chicago — 3e, 9g
Chicago Heights — 3e, 7g
Cicero — 3e, 7g
Danville — 4eg
Decatur — 4eg
DeKalb — 3e, 7g
Des Plaines — 3e, 7g
Downers Grove — 3e, 7g
East St. Louis — 11e
Elgin — 3e, 7g
Elk Grove Village — 3e, 7g
Elmhurst — 3e, 7g
Evanston — 3e, 7g
Freeport — 3e, 7g
Galesburg — 4eg
Glenview — 3e, 7g
Granite City — 4eg
Hanover Park — 3e, 7g
Harvey — 3e, 7g
Highland Park — 3e, 8g
Hoffman Estates — 3e, 7g
Joliet — 3e, 7g
Kankakee — 3e, 7g
Lansing — 3e, 7g
Lombard — 3e, 7g
Maywood — 3e, 7g
Moline — 5eg
Mt. Prospect — 3e, 7g
Naperville — 6e, 7g
Niles — 3e, 7g
Normal — 4e, 7g
Northbrook — 3e, 7g, 8g
North Chicago — 3e, 8g
Oak Forest — 3e, 7g
Oak Lawn — 3e, 7g
Oak Park — 3e, 7g
Palatine — 3e, 7g
Park Forest — 3e, 7g
Park Ridge — 3e, 7g

Pekin — 1eg
Peoria — 1eg
Quincy — 2eg
Rock Island — 5eg
Rockford — 3e, 7g
Schaumburg — 3e, 7g
Skokie — 3e, 7g
Springfield — 10e, 1g
Tinley Park — 3e, 7g
Urbana — 4eg
Waukegan — 3e, 8g
Wheaton — 3e, 7g
Wilmette — 3e, 7g

1. Central Illinois Light Co.
   300 Liberty St., Peoria 61602
2. Central Illinois Public Service Co.
   607 E. Adams St., Springfield 62701
3. Commonwealth Edison Co.
   One 1st Nat'l. Pl., Box 767, Chicago 60690
4. Illinois Power Co.
   500 S. 27th St., Decatur 62525
5. Iowa-Illinois Gas & Elec. Co.
   206 E. 2nd St., Davenport, IA 52808
6. Naperville Electrical Dept.
   175 W. Jackson Ave., Naperville 60566
7. Northern Illinois Gas Co.
   P.O. Box 190, Aurora 60507
8. North Shore Gas Co.
   122 S. Michigan Ave., Chicago 60603
9. Peoples Gas Light & Coke Co.
   122 S. Michigan Ave., Chicago 60603
10. Springfield W. L. & P. Dept.
    201 Municipal Bldg., Springfield 62757
11. Union Electric Co., 1901 Gratiot St., St. Louis, MO 63166

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
4,636.5	NA	NA
MANUFACTURING		
985.5	40.6	10.08
DURABLE GOODS		
614.1	40.7	10.26
Lumber & wood prods.-SIC 24		
10.4	40.0	7.20
Furniture & fixtures-SIC 25		
17.7	39.7	7.86
Stone, clay, & glass prods.-SIC 32		
24.3	40.8	10.37
Primary metal industries-SIC 33		
61.1	41.6	12.02
Fabricated metal products-SIC 34		
111.8	41.8	10.11
Machinery, except electrical-SIC 35		
155.3	39.0	11.56
Electric & electronic equipment-SIC 36		
135.3	40.9	8.74
Transportation equipment-SIC 37		
40.4	42.5	11.75
Instruments & related prods.-SIC 38		
34.3	40.1	9.21
Misc. mfg. inds.-SIC 39		
23.4	39.4	7.49
NONDURABLE GOODS		
371.5	40.5	9.78
Food & kindred products-SIC 20		
98.1	41.4	9.88
Textile mill products-SIC 22		
2.2	38.3	6.33
Apparel & other textile prods.-SIC 23		
15.6	34.7	6.00
Paper & allied products-SIC 26		
31.0	42.2	8.35
Printing & publishing-SIC 27		
100.8	38.1	11.03
Chemicals & allied products-SIC 28		
61.2	41.3	10.54
Petroleum & coal prods.-SIC 29		
9.3	45.2	13.53
Rubber & misc. plastics prods.-SIC 30		
47.9	42.0	8.83
Leather & leather prods.-SIC 31		
5.0	38.5	5.72

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement (portland)	2,100	85,700
Clays (excl. fuller's earth)	251	1,018
Gem stones	NA	15
Sand & gravel:		
Construction	21,300	58,500
Industrial	4,330	51,400
Stone (crushed)	45,100	172,000
Combined value of barite, cement (masonry), clays (fuller's earth), fluorspar, lead, lime, peat, silver, tripoli, and zinc		77,807
Total 1984 (preliminary)		446,480

* thousand short tons

READER SERVICE ACTION CARD

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We're On The Move

GOVERNORS GATEWAY INDUSTRIAL PARK
UNIVERSITY PARK, ILLINOIS

Perfect For New And Relocating Businesses

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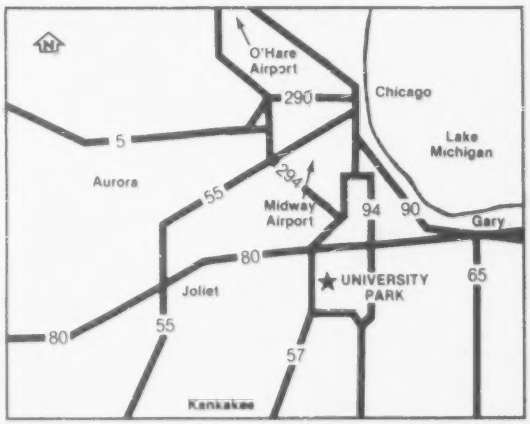
- Affordable Land Costs
- Low Taxes
- Excellent Labor Market
- Abundant Resources
- Easy Access To Chicago
- All Modes Of Transportation At Your Doorstep
- All Utilities Available At Favorable Rates

GOVERNORS GATEWAY INDUSTRIAL PARK offers prime industrial and commercial zoned, build-to-suit divisible sites. Chicago's O'Hare International and Midway airports are expressway accessible, with smaller airports capable of handling single engine planes and corporate jets less than 20 minutes away.

GOVERNORS GATEWAY INDUSTRIAL PARK is a prime target with many important benefits for profit conscious businesses. Low taxes, prime site availability, excellent labor market, and high productivity are select reasons why Bimba, Federal Signal Corporation, G. D. Searle, Color Tile, Weyerhauser, Yoshino and Governors State University share this location.

Industries, manufacturers, and businesses either locating or expanding their operations may receive financial and technical assistance and development service through the Illinois Industrial Development Authority (IIDA), the Illinois Industrial Pollution Control Financing Authority (IIPCFA), and the Illinois Department of Commerce and Community Affairs. Additional assistance is also available through the Will County Economic Affairs Commission.



Illinois

For details on available sites or more information about this special industrial park write: MONEE TOWNSHIP CHAMBER OF COMMERCE, DIRECTOR OF COMMUNITY DEVELOPMENT, UNIVERSITY PARK, IL 60466 or call (312) 534-6451.

Circle 47 on Brochure Service Card

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Aurora	20	73	6618	733
Chicago	21	73	6455	740
Danville	26	75	5599	1009
Decatur	26	77	5453	1175
DeKalb	19	73	6703	767
Moline	20	75	6498	899
Peoria	22	75	6226	948
Quincy	24	77	5789	1120
Rockford	18	73	6952	714
Springfield	25	77	5654	1165
Urbana	25	75	5758	1019
Waukegan	20	72	6881	591

DEVELOPMENT COUNSELORS:

State Development Agency

Woelffer, Michael, Dir.
Illinois Dept. of Commerce & Community Affairs
620 E. Adams
Springfield, 62706
217/782-7500

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Aurora
White, J. Robert
Northern Ill. Gas Co.
P.O. Box 190, 60507-0190
312/355-8000, ext. 2550

Bloomington
Weber, William J., Pres.
Bloomington-Normal Area Econ. Dev. Council
210 S. East St., 61701
309/829-1641

Champaign
Foote, Deane C., Econ. Dev. V.P.
Champaign Chamber of Comm.
P.O. Box 37, 61820
217/359-1791

Chicago
Mier, Robert, Dept. of Econ. Dev. Cmsr.
City of Chicago
20 N. Clark St., 28th Fl., 60602
312/744-3884

Stephens, Jack, Econ. Dev. Coord.
Commonwealth Edison
P.O. Box 767, 60690
312/294-3038

Decatur
Bayless, Jon W., Exec. Dir.
Decatur-Macon Cty. Econ. Fdtn.
100 Merchant St., 62523
217/422-2200

Harrisburg
Walker, Glen, Exec. Dir.
Saline Cty. Ind. Dev. Corp.
P.O. Box M
609 Harrisburg Bank Bldg., 62946
618/252-5001

Warren, Steve, Exec. Dir.
SE Ill. Reg. Plng. & Dev. Cmsn.
Ste. 207, Harrisburg Nat'l Bank Bldg., 62946
618/252-7463

Marshall
Case, Michael C., Exec. Dir.
Clark Cty. Econ. Dev. Corp.
Courthouse, 62441
217/826-5064

North Chicago
Hauser, Theodore M.
Comm. Dev. & Plng. Dir.
City of North Chicago
1850 Lewis Ave., 60064
312/578-7755

Oak Park
Kiebles, Conrad R., Exec. Dir.
Mid-Metro Econ. Dev. Group
714 W. Lake St., 60301
312/524-8770

Rockford
Voneida, Diane, Exec. Dir.
Dept. of Comm. Dev.
City of Rockford
425 E. State St., 8th Fl., 61104
815/987-5696

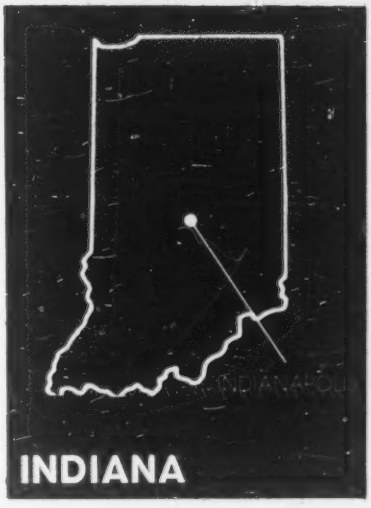
Springfield
Rakers, Raymond E.
Central Illinois Public Service Co.
607 E. Adams St., 62701
217/525-5243

University Park
Dir. of Community Dev.
Monee Township Cham. of Comm.
60466
312/534-6451

Waukegan
Benson, Douglas A., Principle Plnr.
Chief, Comm. Dev. Section
Lake Cty. Dept. of Plng.
18 N. County St., 60085
312/689-6350

Wheaton
Abel, Joseph H., Dir.
DuPage Cty. Dev. Dept.
421 N. Country Farm Rd., 60187
312/682-7230

PLANT LOCATION ADVERTISERS
offer you the best possible contacts for information on their areas. Contact them directly or use the handy reader inquiry card in the back of the book.



STATE INFORMATION:

Financial assistance to industry:
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Enterprise Zones
- Tax abatement (graduated)
- New mfg. machinery & equipment property tax abatement (graduated)
- Loan guarantee program
- Grants & loans for site development
- Venture Capital Corporation
- Corp. for Science & Technology
- Corp. for Innovation Development

Tax rates:
- Corporate income tax ..... approx. 3%
- Personal income tax 3%
- Personal property tax ..... varies locally
- Sales tax 5%
- Franchise tax ..... none
- Incorporation tax ..... $30 minimum, $6 certification fee
- Inventory tax ..... average ⅓ of 50% of cost of inventory
- Gasoline tax ..... $.14/gal.

Advanced education facilities:
- Four-year colleges & universities 60
- Two-year or junior colleges 6
- Vocational & business schools 101

Medical facilities:
- Hospitals:
  - General medical 118
  - Spec. medical ..... 7 (3 fed.)
  - Mental facilities 11
  - Psychiatric 7
  - Ambulatory surgery units 21
- Clinics 25

Labor analysis:
- Civilian labor force 2,806,000 (8/85)
- High-school grads 74,000 (1982)
- Mfg. workers in unions ... 25.1% (1982)

For additional labor market information, contact Employ. Security Div., Research & Statistics Div., 10 N. Senate Ave., Indianapolis, IN 46204, 315/232-7722

Environment controls:

Air & water pollution: State Board of Health, Health Bldg., 1330 W. Michigan, Indianapolis, IN 46202, 314/633-0700

Area Wage Survey

Average straight-time hourly earnings

	Gary-Hammond-E Chicago, IN 11/84	Indianapolis 10/85	South Bend 8/85	Louisville, KY/IN 11/84
Office, professional, & technical				
Payroll clerks	$ 9.25	8.10	7.45	7.37
Accounting clerks	10.00	7.00	6.55	7.10
File clerks	NA	4.77	4.76	4.94
Typists	8.32	6.09	6.55	5.99
Key entry operators	8.84	6.53	6.27	5.94
Secretaries	10.24	9.28	8.81	8.95
Stenographers	10.75	9.26	NA	NA
Switchbd opr-recep'st	5.73	5.66	5.98	5.78
Drafters	10.36	12.35	10.44	11.77
Electronic technicians	14.08	11.93	11.44	11.23
Computer operators	10.48	8.71	7.71	8.23
Computer programmers	13.66	10.33	10.53	12.08
Computer systems analysts	15.46	15.66	14.44	15.58
Maintenance & powerplant				
Carpenters	13.08	14.22	9.75	11.96
Electricians	13.53	14.43	11.92	13.58
Engineers, stationary	11.99	13.83	12.54	12.14
Machinists	12.91	12.74	11.04	13.02
Mechanics (machinery)	13.70	13.98	10.84	13.94
Tool & die makers	13.03	14.18	NA	NA
Custodial & material movement				
Guards and watchmen	8.93	6.00	9.15	4.96
Janitors, porters, & cleaners	6.02	5.59	7.72	5.81
Laborers, material handling	NA	11.17	10.09	8.67
Shippers & receivers	NA	7.38	9.31	8.33
Truckdrivers	12.49	12.40	9.69	10.39
Forklift operators	11.68	10.65	9.49	10.26

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
INDIANA	5,490.2	5,556.9
Anderson	64.7	61.6
Bloomington	51.6	52.2
Columbus	30.3	NA
East Chicago	39.8	37.1
Elkhart	41.3	43.5
Evansville	130.5	129.1
Fort Wayne	172.2	168.4
Gary	152.0	143.2
Hammond	93.7	89.6
Highland	25.9	NA
Indianapolis	700.8	708.5
Kokomo	47.8	46.0
Lafayette	43.0	43.6
Lawrence	25.6	NA
Marion	35.9	NA
Merrillville	27.7	NA
Michigan City	36.9	NA
Mishawaka	40.2	40.9
Muncie	77.2	74.8
New Albany	37.1	37.9
Portage	27.4	NA
Richmond	41.3	39.9
South Bend	109.7	107.0
Terre Haute	61.1	58.2

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	—Thousands—	
Anderson	139.3	133.8
Bloomington	98.4	101.0
*Cincinnati, OH/KY/IN	1,401.4	1,403.5
Elkhart-Goshen	137.3	143.3
Evansville, IN/KY	276.0	248.1
Fort Wayne	354.0	356.1
*Gary-Hammond	642.8	637.6
Indianapolis	1,166.9	1,198.7
Kokomo	103.7	103.3
Lafayette	121.7	122.5
Louisville, KY/IN	957.0	968.5
Muncie	128.6	124.6
South Bend-Mishawaka	280.8	237.7
Terre Haute	176.6	134.3

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
INDIANA		
623.2	41.4	10.67
Gary-Hammond		
60.1	42.6	14.00
Indianapolis		
107.9	41.5	11.00

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
INDIANA		
2,807.8	186.5	6.6
Anderson		
59.1	3.8	6.4
Elkhart-Goshen		
90.8	5.2	5.7
Evansville		
143.4	9.3	6.5
Fort Wayne		
187.3	9.9	5.3
Gary-Hammond		
268.4	27.9	10.4
Indianapolis		
666.4	35.9	5.4
Lafayette		
69.5	2.6	3.7
Muncie		
57.8	4.5	7.8
South Bend-Mishawaka		
135.4	8.1	6.0
Terre Haute		
67.0	4.1	6.1

*preliminary figures

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
2,131.4	NA	NA
MANUFACTURING		
621.1	41.7	10.45
DURABLE GOODS		
456.2	41.8	10.80
Leather & wood prods.-SIC 24		
19.8	40.1	7.12
Furniture & fixtures-SIC 25		
20.7	41.3	7.00
Stone, clay, & glass prods.-SIC 32		
18.9	42.3	9.76

Primary metal industries-SIC 33
80.3 41.6 12.87
Fabricated metal products-SIC 34
54.3 42.2 9.66
Machinery, except electrical-SIC 35
65.5 42.9 10.68
Electric & electronic equipment-SIC 36
91.3 41.6 10.87
Transportation equipment-SIC 37
83.0 42.0 12.17
Instruments & related prods.-SIC 38
12.7 40.8 8.73
Misc. mfg. inds.-SIC 39
9.8 41.1 7.79
NONDURABLE GOODS
164.9 41.4 9.40
Food & kindred products-SIC 20
35.0 41.0 9.56
Textiles & apparel-SIC 22
10.6 38.5 5.68
Paper & allied products-SIC 26
12.1 43.0 9.12
Printing & publishing-SIC 27
31.6 39.7 9.37
Chemicals & allied products-SIC 28
29.5 42.4 11.98
Petroleum & coal prods.-SIC 29
4.1 44.3 13.78
Rubber & misc. plastics prods.-SIC 30
39.4 42.2 8.44

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Anderson 4 (Muncie)
Bloomington 7, 11, 15
Columbus 4 (Bloomington)
East Chicago 1, 3, 5, 8, 10 (Chicago, IL)
Elkhart 4, 12
Evansville 4, 7, 10, 11, 13, 15, 19, 21, 25, 28, 32, 35
Fort Wayne 4, 10, 12, 14, 18, 19, 27, 28, 31, 34
Gary 2-5, 8, 10, 17 (Chicago, IL)
Hammond 1, 3-5, 8, 10, 11 (Chicago, IL)
Indianapolis 2, 4, 7, 10, 11, 13-16, 18, 19, 21-24, 26, 27, 30, 31, 33-35
Kokomo 4, 10, 20
Lafayette 4, 10, 11, 15, 29
Marion 2, 4, 10, 20
Michigan City 2, 3, 4, 10 (South Bend)
Mishawaka 4, 6 (South Bend)
Muncie 2, 10, 15, 29
New Albany 2, 4, 10, 11 (Louisville, KY)
Richmond 2, 4, 10 (Dayton, OH)
South Bend 3, 4, 6, 10, 12, 15, 27, 28, 31, 34
Terre Haute 4, 9, 11, 15

Railroads

1. Baltimore & Ohio Chicago Terminal
2. Chessie System Railroads
3. Chicago S. Shore & S. Bend R.R.
4. Conrail
5. Elgin, Joliet & Eastern Railway Co.
6. Grand Trunk Western R.R. Co.
7. Illinois Central Gulf R.R. Co.
8. Indiana Harbor Belt R.R. Co.
9. Milwaukee Road
10. Norfolk Southern Corp.
11. Seaboard System Railroad

Airlines

12. Air Wisconsin
13. Allegheny Commuter
14. American
15. Britt Airways
16. Continental
17. Crescent Helicopters
18. Delta
19. Delta Connection
20. Direct Air
21. Eastern
22. Florida Express
23. Midstate Airlines
24. Ozark Air Lines
25. Ozark Midwest
26. Pan American
27. Pan Am Express
28. Piedmont
29. Piedmont Commuter
30. Presidential Airways
31. Republic
32. Republic Express
33. TWA
34. United
35. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Anderson — 1e, 3e, 4g
Bloomington — 9e, 4g
Columbus — 9e, 4g
East Chicago — 8eg
Elkhart — 3e, 8g
Evansville — 12eg
Fort Wayne — 3e, 8g
Gary — 8eg
Hammond — 8eg
Highland — 8eg
Indianapolis — 5e, 2g
Kokomo — 9e, 6g
Lafayette — 9e, 4g
Lawrence — 5e
Marion — 3e, 2g, 4g
Merrillville — 8eg
Michigan City — 8eg
Mishawaka — 3e, 7e, 8g
Muncie — 3e, 4g
New Albany — 9e, 4g
Portage — 8eg
Richmond — 3e, 11e, 10g
South Bend — 3e, 8g
Terre Haute — 9e, 13g

1. Anderson Mun. Light & Power
   550 Baxter Rd., Anderson 46018
2. Citizens Gas & Coke Utility
   2020 N. Meridian St., Indianapolis 46202-1306
3. Indiana & Michigan Elec. Co.
   One Summit Sq., Box 60, Ft. Wayne 46801
4. Indiana Gas Co.
   1630 N. Meridian St., Indianapolis 46202
5. Indianapolis Power & Light Co.
   25 Monument Circle, Box 1595-B Indianapolis 46206
6. Kokomo Gas & Fuel Co.
   900 E. Blvd., Kokomo 46902
7. Mishawaka Municipal Utilities
   126 N. Church St., Mishawaka 46544
8. Northern Indiana Public Service Co.
   5265 Hohman Ave., Hammond 46320
9. Public Service Co. of Indiana, Inc.
   1000 E. Main St., Plainfield 46168
10. Richmond Gas Corp.
    33 S. 7th St., Richmond 47374
11. Richmond Power & Lt.
    2000 U.S. 27 S., Box 908, Richmond 47374
12. Southern Indiana Gas & Elec. Co.
    20-24 N.W. 4th St., Evansville 47741
13. Terre Haute Gas Corp.
    632 Cherry St., Terre Haute 47807

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (excl. fire clay)	776	2,219
Gem stones	NA	1
Peat	66	1,935
Sand & gravel (construction)	14,800	40,900
Stone:		
Crushed	25,500	89,500
Dimension	160	14,269
Combined value of abrasives (natural), cement, gypsum, lime, clays (fire clay), and sand and gravel (industrial)		144,162
Total 1984 (preliminary)		292,986

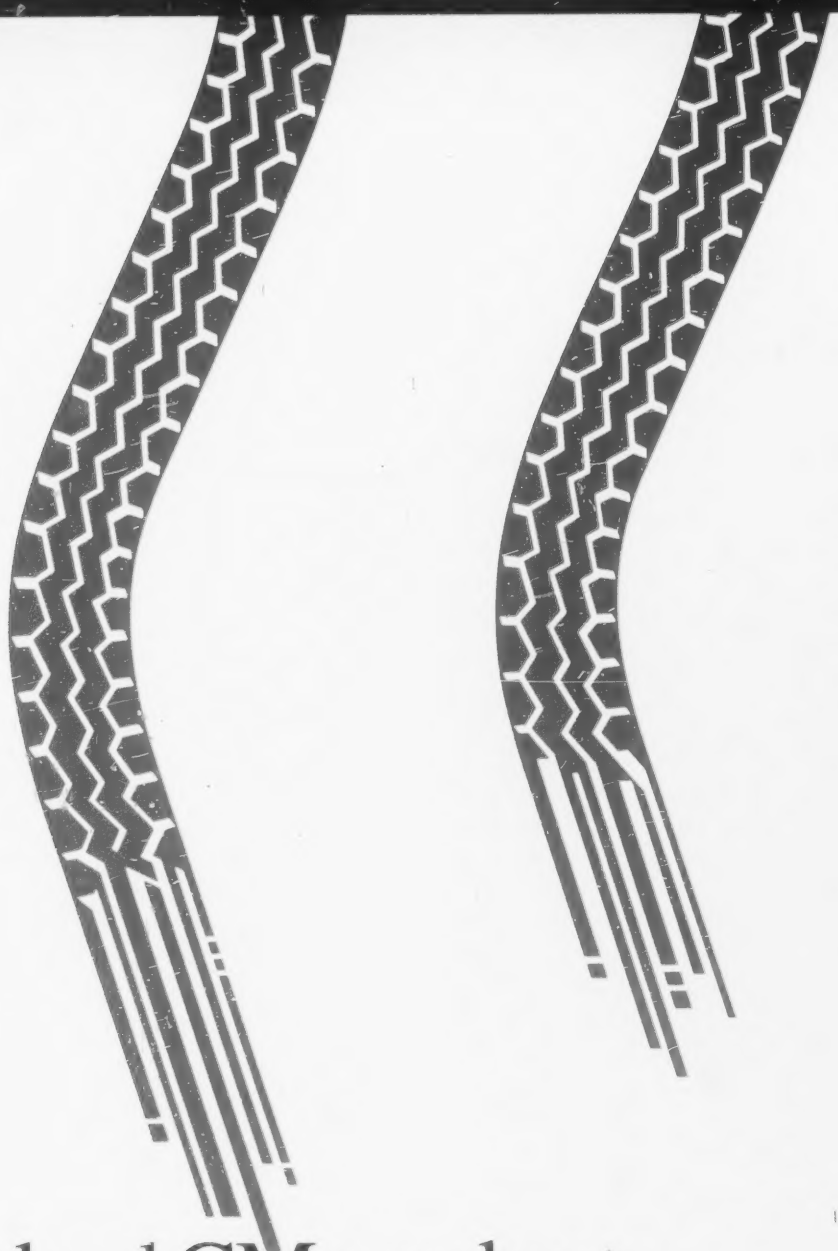
* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan	Jul	Degree Days Heating	Cooling
Anderson	26	74	5884	890
Columbus	28	75	5509	964
Evansville	31	78	4729	1378
Fort Wayne	23	73	6320	786
Gary	23	74	6251	875
Indianapolis	26	75	5650	988
Kokomo	25	74	6035	962
Marion	24	73	6318	734
Richmond	26	73	5973	728
South Bend	23	73	6377	710
Terre Haute	26	76	5521	1049

PLANT LOCATION ADVERTISERS
offer you the best possible contacts for information on their areas. Contact them directly or use the handy reader inquiry card in the back of the book.



We helped GM accelerate.

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General Motors started breaking ground on its $500 million truck assembly plant in Fort Wayne just two months after choosing the new location.

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We also have all the resources that make a favorable business climate. One of the highest work ethics in the nation. High standards of living. Low taxes.

We could go on and on. With even more reasons why the Big Three — GM, Ford and Chrysler — have invested over three billion dollars in Indiana in the last three years alone.

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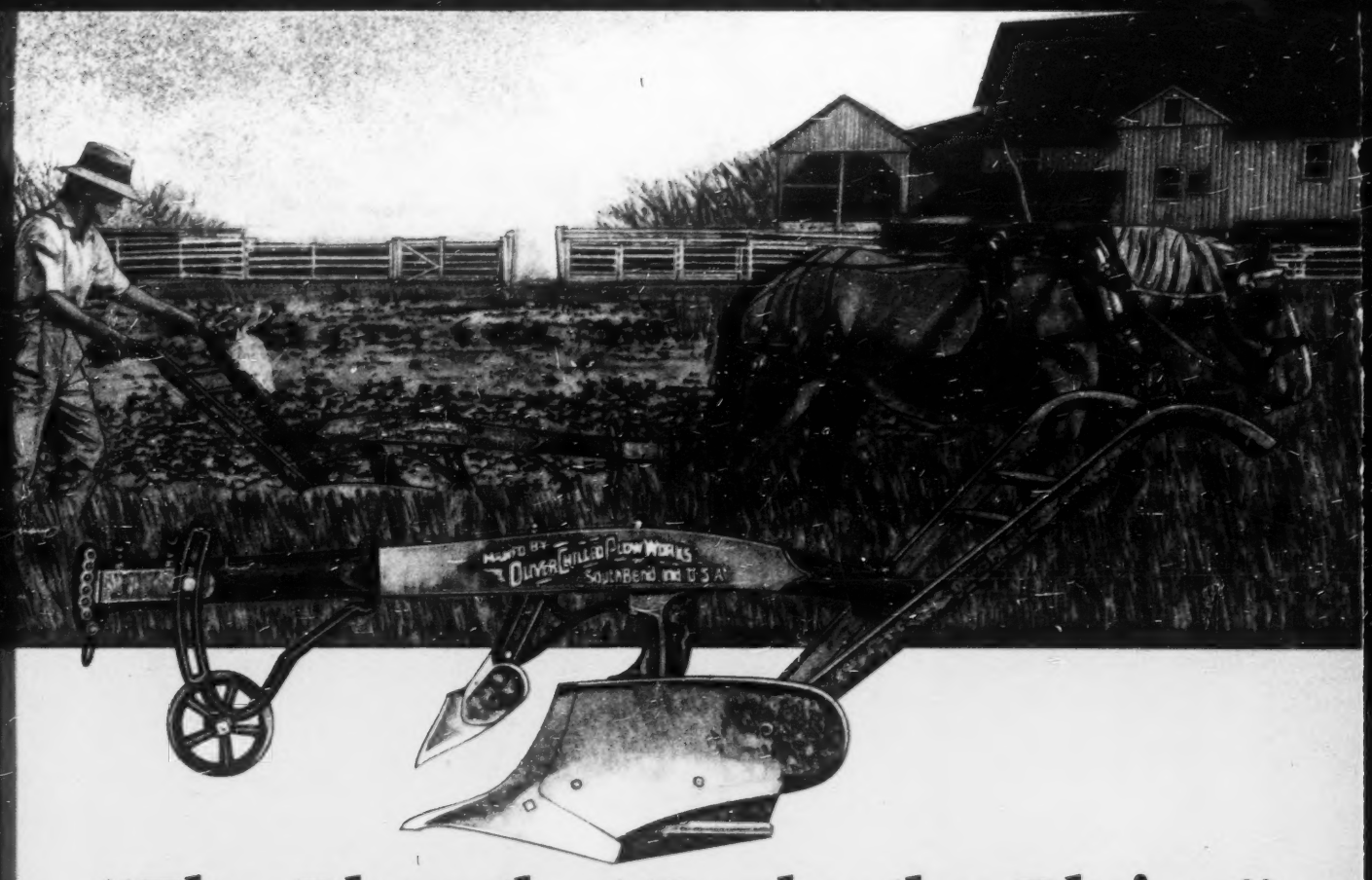
INDIANA

Indiana Department of Commerce
Lt. Governor John Mutz, Director
One North Capitol, Suite 700
Indianapolis, IN 46204-2288

Circle 49 on Brochure Service Card



"The Plow that Broke the Plains" Turned Northern Indiana Soil First

James Oliver didn't know his name would become world-famous when he came to Mishawaka, Indiana in the late 1830s. But he used Northern Indiana's land and resources to the best of his knowledge. And when this Scottish-born molder invented the Oliver Chilled Plow in 1868, he revolutionized the agricultural industry. It was the first plow that could cut and turn the prairie sod and other heavy soils of the Midwest, thus earning its reputation as "the plow that broke the plains."

James Oliver had ideas, and he came to Northern Indiana to see them fulfilled. This area has the resources, the facilities and the know-how to help you put your business ideas to work. Let Northern Indiana Public Service Company provide the information you need to make your relocation decisions. Call or write Ed Bowles, Director of Area Development, for a free Community Profile Packet. Northern Indiana Public Service Company, 5265 Hohman Ave., Hammond, IN 46320, (219) 853-5237.

Let Us Help You Cultivate Your Business Ideas.

NIPSCO

There when you need us.

Circle 50 on Brochure Service Card

DEVELOPMENT COUNSELORS:

State Development Agency

Akers, Mark, Ind. Dev. Dir.
Preston, Charles, Bus. & Fin. Svcs. Dir.
Indiana Dept. of Commerce
Indiana Commerce Center
One N. Capital, Suite 700
Indianapolis, 46204-2248
317/232-8888
317/232-8782

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Fort Wayne
Adams, R. Y., Econ. Dev. Exec. Asst.
Indiana & Michigan Elec. Co.
1 Summit Sq., 46801
219/425-2111

Hammond
Bowles, Edward H., Area Div. Dir.
Northern Indiana Public Service Co.
5265 Hohman Ave., 46320
219/853-5237

Indianapolis
Butler, Joseph, Pub. & Corp. Comm. Mgr.
Indianapolis Power & Light Co.
P.O. Box 1595B, 46206
317/261-8259

New Castle
Thrasher, Richard D., Jr., Pres.
New Castle/Henry Cty. Econ. Dev. Corp.
327 S. 14th St., 47362
317/529-4635

North Vernon
Hull, Georganna, Exec. Dir.
N. Vernon/Jennings Cty. Chamber of Commerce
44 Short St., 47265
812/346-2388

South Bend
McMahon, Patrick M., Dir.
S. Bend - Mishawaka Area Chamber of Comm.
401 E. Colfax Ave., Ste. 310, 46634
219/234-6590

When you contact industrial developers listed in

PLANT LOCATION

tell them where you saw their name

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for buildings, machinery, & equipment
- Bonds for pollution control
- Complete job training
- Many financial services through local Community Growth Alliances & Economic Development Corporations

Tax rates:

Corporate income tax	NA*
Personal income tax	5.1%
Sales tax	4%
Incorporation tax	$10 initial filing fee; $15 annual report fee
Franchise tax	$0.5 mills per $1 of authorized capital stock initial fee
Inventory tax	NA*
Gasoline tax	$.15/gal.

*Eliminated by single business tax: 2.35% of tax base

Advanced education facilities:

Four-year colleges & universities	71
Two-year or junior colleges	29
Vocational & business schools	285

Medical facilities:

Hospitals	210
Clinics	NA

Labor analysis:
- Civilian labor force..... 4,413,000 (8/85)
- High school graduates 125,666

For additional labor market information, contaot Employ. Security Commission, Dept. of Labor, 510 Boulevard Bldg., 7310 Woodward Ave., Detroit, MI 48202, 313/867-5000

Environment controls:

Air pollution: Robert Miller, Acting Chief, Air Quality Div., Dept. of Natural Resources, P.O. Box 30028, Lansing, 48909, 517/322-1330

Water pollution: Gary E. Guenther, Deputy Dir., Environ. Protection Bureau, Dept. of Natural Resources, (same address as above) 517/373-1947

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
MICHIGAN	9,258.3	9,180.2
Allen Park	34.2	NA
Ann Arbor	107.3	106.1
Battle Creek	35.7	54.3
Bay City	41.6	39.5
Burton	30.0	NA
Dearborn	90.7	86.9
Dearborn Heights	67.7	62.8
Detroit	1,203.3	1,080.8
East Detroit	38.3	NA
East Lansing	48.3	46.6
Farmington Hills	58.1	64.8
Ferndale	26.2	NA
Flint	159.6	150.2
Garden City	35.6	NA
Grand Rapids	181.8	183.2
Highland Park	27.9	NA
Holland	26.3	28.4
Inkster	35.2	NA
Jackson	39.7	38.7
Kalamazoo	79.7	76.6
Kentwood	30.4	NA
Lansing	130.4	128.8
Lincoln Park	45.1	43.2
Livonia	104.8	100.3
Madison Heights	35.4	NA
Midland	37.3	37.8
Muskegon	40.8	39.2
Oak Park	31.5	NA
Pontiac	76.7	71.6
Port Huron	34.0	33.9
Portage	38.2	NA
Roseville	54.3	52.8
Royal Oak	70.9	67.5
Saginaw	77.5	75.4
St. Clair Shores	76.2	72.6
Southfield	75.6	74.4
Southgate	32.1	NA
Sterling Heights	109.0	111.7
Taylor	77.6	73.0
Troy	67.1	68.6
Warren	161.1	154.1
Westland	84.6	81.1
Wyandotte	34.0	NA
Wyoming	59.6	60.9

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
MICHIGAN		
968.2	43.5	12.79
Ann Arbor		
35.6	45.2	13.41
Battle Creek		
14.7	42.7	13.28
Detroit		
468.5	44.0	13.59
Flint		
67.2	45.2	14.61
Grand Rapids		
97.7	41.4	11.03
Jackson		
12.4	42.1	10.11
Kalamazoo		
29.4	44.6	12.05
Lansing-East Lansing		
38.2	45.9	15.00

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Like the thousands of businesses we serve, Consumers Power is committed to making the most of Michigan. We can supply you with in-depth information on Michigan sites and cities: facts and figures to give you an eye-opening look at what you've been missing. We also offer personal plant and site selection assistance to help you find exactly what you need.

What's more, in each of our regions we have special coordinators who work in cooperation with local officials to provide plant and site selection assistance. This unique partnership provides essential data supplemented with relevant community information.

Problem-solving partnerships. They're why we deliver the no-nonsense facts you need to know.

We're as serious about plant location selection as you are. Give us a chance to prove it by calling Richard Surbrook at 517/788-0345. Or write: Director of Economic Development, Consumers Power Company, 212 West Michigan Avenue, Jackson, Michigan 49201.

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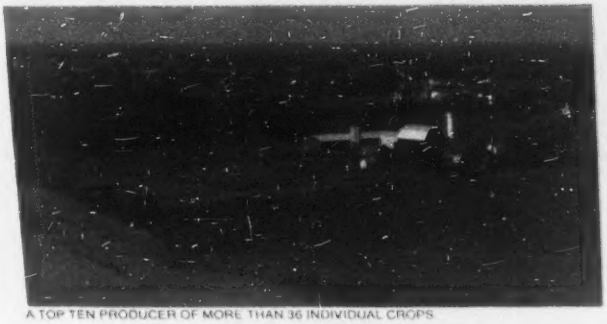
WITHIN 500 MILES OF HALF THE COUNTRY'S POPULATION

WORKERS MORE PRODUCTIVE THAN THE NATIONAL AVERAGE



A TOP TEN PRODUCER OF MORE THAN 36 INDIVIDUAL CROPS

MICHIGAN

Michigan is the place to be. No matter how you see your Company's growth, picture it starting here — in Michigan.

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1766C

Muskegon		
19.4	40.9	11.24
Saginaw-Bay City-Midland		
46.2	43.8	14.10

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/84)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
MICHIGAN		
4,345.2*	425.2*	9.8*
Ann Arbor		
154.0	10.8	7.0
Battle Creek		
63.0	5.9	9.4
Benton Harbor		
70.4	7.8	11.1
Detroit		
2,067.6	206.1	10.0
Flint		
194.1	21.6	11.1
Grand Rapids		
341.7	26.2	7.7
Jackson		
64.4	7.5	11.6
Kalamazoo		
112.2	7.4	6.6
Lansing-East Lansing		
218.3	17.0	7.8
Muskegon		
67.0	6.3	9.4
Saginaw-Bay City-Midland		
188.0	25.3	13.5

*9/85 preliminary figures

Metropolitan Statistical Areas (MSAs)

	Census 1980 Thousands	Estimate 1985 Thousands
*Ann Arbor	264.7	270.4
Battle Creek	141.6	137.7
Benton Harbor	171.3	165.9
*Detroit	4,352.8	4,359.4
Flint	450.0	439.4
Grand Rapids	601.7	623.2
Jackson	151.5	149.3
Kalamazoo	212.4	214.6
Lansing-East Lansing	420.0	424.6
Muskegon	157.6	154.6
Saginaw-Bay City-Midland	422.0	416.1

*Primary Metropolitan Statistical Areas (PMSAs)

Area Wage Survey

Average straight-time hourly earnings

	Detroit 4/85
Office, professional, & technical	
Payroll clerks	$ 8.73
Accounting clerks	8.03
File clerks	5.37
Typists	6.89
Key entry operators	7.24
Secretaries	11.43
Stenographers	10.73
Switchbd opr-recept's	7.32
Drafters	13.13
Electronics technicians	13.06
Computer operators	10.92
Computer programmers	12.95
Computer systems analysts	16.71
Maintenance & powerpiant	
Carpenters	14.32
Electricians	14.43
Engineers, stationary	14.09
Machinists	13.23
Mechanics (machinery)	14.79
Tool & die makers	14.53
Custodial & material movement	
Guards	7.41
Janitors, porters, & cleaners	7.73
Laborers, material handling	10.83
Shippers & receivers	11.42
Truckdrivers	12.21
Forklift operators	12.26

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
3,343.3	NA	NA
MANUFACTURING		
945.8	43.2	12.18
DURABLE GOODS		
743.7	43.6	12.67
Lumber & wood prods.-SIC 24		
11.8	39.7	7.51
Furniture & fixtures-SIC 25		
25.4	43.1	9.48
Stone, clay, & glass prods.-SIC 32		
15.9	NA	NA
Primary metal industries-SIC 33		
52.7	41.1	12.23
Fabricated metal products-SIC 34		
117.2	43.3	11.97
Machinery, except electrical-SIC 35		
128.4	43.3	12.16
Electric & electronic equipment-SIC 36		
33.4	41.7	10.34
Transportation equipment-SIC 37		
338.3	44.7	14.17
Instruments & related prods.-SIC 38		
13.4	NA	NA
Misc. mfg. industries-SIC 39		
7.2	NA	NA
NONDURABLE GOODS		
202.2	41.7	10.24
Food & kindred products-SIC 20		
45.7	41.5	10.41
Textile & apparel-SIC 22		
20.3	42.7	12.48
Apparel & other textile prods.-SIC 23		
18.8	NA	NA
Paper & allied products-SIC 26		
20.8	44.2	11.13
Printing & publishing-SIC 27		
35.7	38.3	9.21
Chemicals & allied products-SIC 28		
40.0	41.6	11.75
Petroleum & coal prods.-SIC 29		
2.3	NA	NA
Rubber & misc. plastics prods.-SIC 30		
34.6	NA	NA
Leather & leather prods.-SIC 31		
2.7	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (D) = Detroit.

Allen Park 5, 6 (D)
Ann Arbor 2, 7 (D)
Battle Creek 2, 5, 8, 9
Bay City 1, 4, 5 (Saginaw)
Burton 5 (Flint)
Dearborn 1, 2, 5, 6 (D)
Dearborn Heights (D)
Detroit 1-3, 5, 6, 9, 10, 12-22, 24-36, 38-40
East Detroit 5 (D)
East Lansing 1, 5 (Lansing)
Ferndale 5 (D)
Flint 1, 5, 8, 9, 11, 32, 35
Garden City (D)
Grand Rapids 1, 2, 5, 10, 11, 23, 27, 30, 32, 34, 35, 37, 39, 40
Highland Park 1, 2, 5, 6 (D)
Holland 1 (Grand Rapids)
Inkster 2 (D)
Jackson 2, 35
Kalamazoo 2, 5, 8, 9, 11, 30, 32, 34
Kentwood (Grand Rapids)
Lansing 1, 2, 5, 11, 32, 33, 35, 39, 40
Lincoln Park 2 (D)
Livonia 1 (D)
Madison Heights (D)
Midland 1, 5 (Saginaw)
Muskegon 1, 5, 8, 11, 23, 35
Oak Park (D)
Pontiac 5 (D)
Port Huron 1, 5 (Sarnia, Ont.)
Portage 2 (Kalamazoo)
Roseville (D)
Royal Oak 5 (D)
Saginaw 1, 5, 11, 30, 34, 35, 39
St. Clair Shores (D)
Southfield (D)
Southgate (D)
Sterling Heights (D)
Taylor 5, 6 (D)
Troy (D)
Warren 2 (D)
Westland (D)
Wyandotte 5 (D)
Wyoming 1, 2 (Grand Rapids)

Railroads

1. Chessie Systems Railroads
2. Conrail
3. CP Rail
4. Detroit & Mackinac Railway Co.
5. Grand Trunk Western R.R. Co.
6. Norfolk Southern Corp.
7. Tuscola & Saginaw Bay Rwy. Co.

Airlines

8. Air Wisconsin
9. Allegheny Commuter
10. American
11. American Eagle
12. BAS Airlines
13. Best Airlines
14. British Airways
15. Britt Airways
16. Continental
17. Delta
18. Delta Connection
19. Eastern
20. Empire
21. Jet America Airlines
22. KC Wright Air Lines
23. Midstate Airlines
24. Midway Airlines
25. Midway Express
26. New York Air
27. Northwest
28. Ozark Air Lines
29. Pan American
30. Pan Am. Express
31. People Express
32. Piedmont
33. Piedmont Commuter
34. Republic
35. Republic Express
36. Sabena
37. Simmons Airlines
38. TWA
39. United
40. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Allen Park — 4e, 9g
Ann Arbor — 4e, 8g
Battle Creek — 3e, 1g
Bay City — 2e, 3eg
Burton — 3g
Dearborn — 4e, 8g
Dearborn Heights — 4e, 8g
Detroit — 4e, 5e, 8g
East Detroit — 4e, 3g
East Lansing — 3eg, 7e
Farmington Hills — 4e, 3g
Ferndale — 4e, 3g
Flint — 3eg
Garden City — 4e, 3g
Grand Rapids — 3e, 8g
Highland Park — 4e
Holland — 6e, 10g
Inkster — 4e
Jackson — 3eg
Kalamazoo — 3eg
Kentwood — 3e
Lansing — 7e, 3g
Lincoln Park — 4e
Livonia — 4e, 3g
Madison Heights — 4e, 3g
Midland — 3eg
Muskegon — 3e, 8g
Oak Park — 4e, 3g
Pontiac — 3eg
Portage — 3eg
Port Huron — 4e, 11g
Roseville — 4e, 3g
Royal Oak — 4e, 3g
Saginaw — 3eg
St. Clair Shores — 4e, 3g
Southfield — 4e, 3g
Southgate — 4e
Sterling Heights — 4e, 3g
Taylor — 4e
Troy — 4e, 3g
Warren — 4e, 3g
Westland — 4e, 3g
Wyandotte — 12e
Wyoming — 3e

1. Battle Creek Gas Co.
   23 E. Michigan Mall, Battle Creek 49016
2. Bay City Electric Lt. & Power
   900 S. Water St., Bay City 48706
3. Consumers Power Co.
   212 W. Michigan Ave., Jackson 49201
4. Detroit Edison Co.
   2000 Second Ave., Detroit 48226
5. Detroit Public Lighting Dept.
   9449 Grinnell Ave., Detroit 48213
6. Holland Board of Pub. Works
   268 River Ave., Holland 49423
7. Lansing Bd. of Water and Lt.
   123 W. Ottawa St., Box 13007
   Lansing 48901
8. Michigan Consolidated Gas Co.
   500 Griswold, Detroit 48226
9. Michigan Gas Utilities Co.
   899 S. Telegraph Rd., Monroe 48161
10. Michigan Power Co.
    100 S. Main St., Box 367, Three Rivers 49093
11. Southeastern MI Gas Co.
    405 Water St., Port Huron 48060
12. Wyandotte Munic. Service Cmsn.
    3005 Biddle Ave., Wyandotte 48193

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	1,352	5,341
Gem stones	NA	15
Gypsum	1,218	9,988
Iron ore (usable)—thou. long tons, gross wt.	W	W
Lime	557	28,991
Peat	223	4,812
Salt	1,160	89,533
Sand & gravel:		
Construction	27,200	66,500
Industrial	3,440	27,540
Stone:		
Crushed	26,800	88,000
Dimension	4	129
Combined value of bromine, calcium chloride, cement, iodine, iron oxide pigments (crude), magnesium compounds, and values indicated by symbol W		1,023,147
Total 1984 (preliminary)		1,345,996

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Ann Arbor	24	73	6346	723
Battle Creek	22	72	6723	599
Detroit	23	72	6563	615
Flint	21	70	7068	456
Grand Rapids	22	71	6927	570
Holland	24	71	6569	587
Jackson	22	72	6833	609
Kalamazoo	24	73	6281	751
Lansing	22	71	6987	530
Midland	22	72	6847	555
Muskegon	23	70	6925	451
Pontiac	22	72	6658	636
Port Huron	24	72	6611	621
Saginau	21	71	7103	501
Ypsilanti	24	73	6479	706

DEVELOPMENT COUNSELORS:

State Development Agency

Main, Greg, Dir.
Mfg. Svcs. Bureau
Michigan Dept. of Commerce
P.O. Box 30225, Lansing, 48909
517/373-3530

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Ann Arbor
Ammann, Michael S., Exec. Dir.
Washtenaw Dev. Council
3135 S. State St.
Suite 209, 48104
313/761-9317

Bridgman
Undem, Fred
Indiana & Michigan Elec. Co.
c/o Cook Ctr., Red Arrow Hwy. 49106
616/465-6101

Dearborn
Fitzpatrick, Robert E., Exec. Dir.
Wayne Cty. Econ. Dev. Corp.
1 Parklane Blvd., Suite 715 W., 48126
313/336-3306

Detroit
Pryor, Jack, C.I.D., V.P.
Detroit Econ. Growth Corp.
Suite 600, First Nat'l Bldg., 48226
313/963-2940

Howell
Thompson, James R., Exec. Dir.
Livingston Cty. Econ. Dev. Office, Inc.
611 E. Grand River, Ste. 309, 48843
517/546-0822

Jackson
O'Neill, John F., C.I.D., Dir.
Jackson Cty. Dept. of Econ. Dev.
Rm. 500, 120 W. Michigan Ave., 49201
517/788-4330
Surbrook, Richard R., Econ. Dev. Dir.
Consumers Power Co.
212 W. Michigan Ave., 49201
517/788-0343

Kincheloe
Laubernds, William L., Pres.
Econ. Dev. Corp. of Chippewa Cty.
Chippewa Cty. Int'l Airport
Bldg. 119, 49788
906/495-5631

Mason
Grobe, Edward E., Dir. of Dev.
Dept. of Dev., Ingham Cty.
121 E. Maple, P. O. Box 319, 48854
517/676-0228

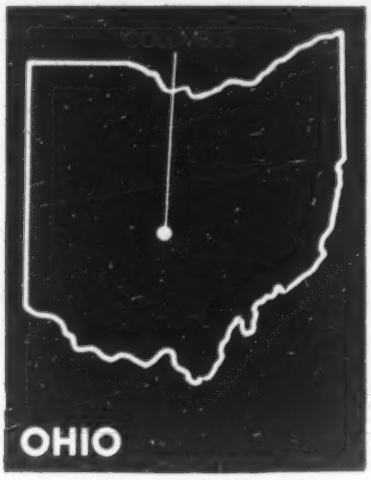
Midland
Bergstrom, Mark, Exec. Dir.
Midland Cty. Econ. Dev. Corp.
300 Rodd St., 48640
517/839-0340

Newberry
Laubernds, Joan C., Executive Dir.
Econ. Dev. Corp. of Luce Cty.
401 W. Harrie, 49868
906/293-5982

Pontiac
Kaczmarek, Jeffrey A., Bus. Dev. Mgr.
Oakland Cty. Econ. Dev. Group
1200 N. Telegraph Rd., 48053

Three Rivers
Visel, Barry L., Econ. Dev. Cons.
Michigan Power Co.
100 S. Main, 49093
616/279-5261

PLANT LOCATION ADVERTISERS
offer you the best possible contacts for information on their areas. Contact them directly or use the handy reader inquiry card in the back of the book.



STATE INFORMATION:

Financial assistance to industry:
- Bonds for land, building, & equipment
- Bonds for pollution control
- Aid for job training
- Guaranteed loans for land, buildings, machinery, & equipment
- Low-interest direct loans for land, buildings, equip., & machinery
- Tax-exempt revenue bonds for air, noise, & water pollution control equipment

Tax rates:

Corporate franchise tax.....the greater of 5.1% on first $25,000 OH income plus 9.2% on OH income above $25,000, or 5.82 mills of net worth. Min. fee is $50. Corps. that pay tax on net income are subject to 5.4% surtax.

Personal income tax.....graduated .855% to 8.550%

Sales Tax.....5% (state rate)

Incorporation tax.....based on number of authorized shares. Min. fee is $75.

Inventory tax.....32% of true value times millage rate of local taxing district

Gasoline tax.....$.12/gal.

Advanced education facilities:

Four-year colleges & universities:
14 state four-year colleges (incl. 2 med. schools) & 13 branch campuses
71 private universities/colleges

Two-year or junior colleges.....24

Vocational.....57

Medical facilities:

Hospitals.....210

Clinics.....NA

Labor analysis:

Civilian labor force.... 5,211,000 (11/85)

High school graduates.....123,474

For additional labor market information, contact Bureau of Employ. Services, 145 S. Front St., Columbus, OH 43216, 614/466-3440

Environment controls:

Air pollution: Charles Taylor, Ohio Environ. Protection Agency, Office of Air Pollution Control, P.O. Box 1049, Columbus, 43216, 614/466-6116

Water pollution: Andrew Turner, Ohio Environ. Protection Agency, Div. of Water Pollution Control, (same address as above), 614/466-7427

Robert S. McEwen, Ohio Environ. Protection Agency, Div. of Public Water Supply, (same address as above), 614/466-8307

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	Thousands	
OHIO	10,797.4	10,813.8
Akron	237.2	225.2
Alliance	24.3	25.0
Barberton	29.8	28.2
Beaver Creek	31.6	NA
Bowling Green	25.7	25.7
Brook Park	26.2	NA
Brunswick	27.7	NA
Canton	94.7	89.4
Cincinnati	385.5	368.1
Cleveland	573.8	541.3
Cleveland Heights	56.4	56.3
Columbus	564.9	564.1
Cuyahoga Falls	43.7	42.2
Dayton	203.6	179.8
East Cleveland	37.0	NA
Elyria	57.5	57.9
Euclid	60.0	57.1
Fairborn	29.7	NA
Fairfield	30.8	NA
Findlay	35.6	NA
Garfield Heights	33.4	NA
Hamilton	63.2	63.9
Kent	26.2	28.4
Kettering	61.2	59.7
Lakewood	62.0	59.7
Lancaster	35.0	36.3
Lima	47.4	48.0
Lorain	75.4	73.4
Mansfield	53.9	52.2
Maple Heights	29.7	NA
Marion	37.0	NA
Massillon	30.6	31.1
Mentor	42.1	43.4
Middletown	43.7	44.0
Newark	41.2	41.5
North Olmsted	36.5	NA
Norwood	26.3	NA
Parma	92.5	91.0
Portsmouth	25.9	NA
Sandusky	31.4	NA
Shaker Heights	32.5	NA
South Euclid	25.7	NA
Springfield	72.6	69.1
Steubenville	26.4	24.1
Stow	25.3	NA
Strongsville	28.6	NA
Toledo	354.6	343.7
Upper Arlington	35.6	NA
Warren	56.6	54.2
Youngstown	115.4	107.2
Zanesville	28.7	NA

Planning a business expansion?

The East Ohio Gas Company can put it all together for you,

1. Site Recommendations
2. Financing Assistance
3. Energy/Utility Services
4. Transportation Facilities
5. Labor Analysis
6. Tax Structures/Incentives
7. Community Profiles
8. Planning/Coordination

For More Information:
Call or Write:
Mr. Gary G. Evans
The East Ohio Gas Company
P.O. Box 5759
Cleveland, Ohio 44101

THE EAST OHIO GAS COMPANY
PART OF THE CONSOLIDATED NATURAL GAS SYSTEM

and we can do it across Ohio.
Call: (216) 348-6444

Circle 55 on Brochure Service Card

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	—Thousands—	
*Akron	660.3	649.6
Canton	404.4	407.7
*Cincinnati, OH/KY/IN	1,401.4	1,403.5
*Cleveland	1,898.7	1,859.1
Columbus	1,244.0	1,281.2
Dayton-Springfield	942.0	926.9
*Hamilton-Middletown	258.8	271.9
Huntington-Ashland, WV/KY/OH	336.0	341.0
Lima	154.8	157.9
*Lorain-Elyria	274.9	274.4
Mansfield	131.2	130.2
Parkersburg-Marietta, WV/OH	162.8	159.0
Steubenville-Weirton, OH/WV	163.1	156.4
Toledo	617.0	618.4
Wheeling, WV/OH	185.6	183.1
Youngstown-Warren	531.4	518.5

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
OHIO		
1,113.1	42.2	11.35
Akron		
64.9	42.3	10.82
Canton		
46.0	39.9	10.96
Cincinnati		
148.8	41.6	10.64
Cleveland		
208.8	41.9	11.27
Columbus		
105.3	41.7	10.69
Dayton-Springfield		
106.2	43.3	11.97
Toledo		
67.5	43.1	12.43
Youngstown-Warren		
53.2	42.3	13.12

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
OHIO		
5,194.8	466.4	9.0
Akron		
306.1	29.4	9.6
Canton		
186.9	20.1	10.7
Cincinnati		
715.4	51.1	7.1
Cleveland		
925.6	81.8	8.8
Columbus		
683.6	45.2	6.6
Dayton-Springfield		
456.5	32.6	7.1
Toledo		
297.3	24.1	8.1
Youngstown-Warren		
218.0	24.4	11.2

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
4,284.0	NA	NA
MANUFACTURING		
1,125.1	42.3	10.96
DURABLE GOODS		
771.8	42.5	11.36
Lumber & wood prods.-SIC 24		
15.6	40.1	7.39
Furniture & fixtures-SIC 25		
15.0	40.7	8.00
Stone, clay, & glass prods.-SIC 32		
52.5	41.5	10.10
Primary metal industries-SIC 33		
108.3	42.2	12.73
Fabricated metal products-SIC 34		
138.2	42.4	11.21
Machinery, except electrical-SIC 35		
167.1	42.9	10.90
Electric & electronic equipment-SIC 36		
92.9	41.2	10.21
Transportation equipment-SIC 37		
145.3	44.8	13.47
Instruments & related prods.-SIC 38		
23.2	40.4	8.01
NONDURABLE GOODS		
353.3	41.7	10.02
Food & kindred products-SIC 20		
62.8	42.3	9.91
Apparel & other textile prods.-SIC 23		
17.2	37.9	6.53
Paper & allied products-SIC 26		
36.7	44.2	10.19
Printing & publishing-SIC 27		
64.7	38.4	10.06
Chemicals & allied products-SIC 28		
62.8	41.6	11.50
Rubber & misc. plastics prods.-SIC 30		
91.0	42.9	9.79

Planning a business expansion?

West Ohio Gas Company can put it all together for you,

1. Site Recommendations
2. Financing Assistance
3. Energy/Utility Services
4. Transportation Facilities
5. Labor Analysis
6. Tax Structures/Incentives
7. Community Profiles
8. Planning/Coordination

For More Information:
Call or Write:
Mr. Lloyd D. Grimm
West Ohio
Gas Company
319 West Market Street
Lima, Ohio 45802

WEST OHIO GAS COMPANY
PART OF THE CONSOLIDATED NATURAL GAS SYSTEM

and we can do it across Ohio.
Call: (419) 224-2065

Circle 57 on Brochure Service Card

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (C) = Cleveland.

Akron 1, 2, 4, 10, 21, 22, 33, 35, 38, 41
Barberton 1, 2, 4 (Akron)
Bowling Green 2 (Toledo)
Brook Park (C)
Brunswick (C)
Canton 1, 2, 4 (Akron)
Cincinnati 1-4, 6, 11, 15, 17, 19-21, 24, 26, 28, 29, 32-35, 37, 38, 40-42
Cleveland 1, 2, 4, 8, 10, 11, 14, 19-23, 25-28, 30-36, 38-43
Cleveland Heights (C)
Columbus 1, 2, 4, 10-12, 14, 16-18, 20-22, 24, 26, 32, 34, 38-42
Cuyahoga Falls 1, 2 (Akron)
Dayton 1, 2, 10, 11, 17, 18, 20, 21, 26, 34-36, 40-42
East Cleveland (C)
Elyria 1, 2 (C)
Euclid 2, 4 (C)
Fairborn 2 (Dayton)
Fairfield (Cincinnati)
Findlay 2, 4 (Toledo)
Garfield Heights (C)
Hamilton 1, 4 (Cincinnati)
Kent 1, 2, 4 (Akron)
Kettering (Dayton)
Lakewood (C)
Lancaster 1 (Columbus)

There's only one place to look for every advantage you need.

Greater Cincinnati...where all the favorable factors come together. Labor, sites, taxes, transportation, marketing and supply all create one of the most advantageous positions of any major city in the eighties.

The advantage of a proven labor force.

The Tri-State's great diversity of industry has stimulated the development of a multiplicity of skills among the labor force. Productivity consistently surpasses the national average.

Sites. The Tri-State advantage.

Southwestern Ohio. Northern Kentucky. Southeastern Indiana. Your company will enjoy the unique advantage of choosing from the incentives and tax structures of not just one, but *three* leading business states.

Energy. Low prices and adequate supplies.

Electric and gas rates in Greater Cincinnati are well below the national average, and your energy needs will be met efficiently and reliably for years to come.

3 states. And a world of opportunity.

Transportation. The four-way advantage.

You'll find an international airport, rail, low-cost waterway shipping on the Ohio and Licking Rivers, and 150 common and specialized carriers serving the Greater Cincinnati commercial truck zone.

The advantages of marketing and supply.

There's proximity to raw materials and markets. Over 50% of the nation's population is within 500 miles.

Greater Cincinnati is an area that invites comparison. Once you have seen the alternatives, you will see the advantage...the Greater Cincinnati Advantage.

For our brochure, "The Greater Cincinnati Advantage," call or write:
The Area Development Section
The Cincinnati Gas & Electric Co.
and subsidiary companies
139 East Fourth St.
Cincinnati, OH 45202
Telephone 513-632-2595

Discover the Greater Cincinnati Advantage.

Circle 54 on Brochure Service Card

Area Wage Survey

Average straight-time hourly earnings

	Cincinnati, OH KY/IN 7/85	Cleveland 9/85	Columbus 10/85	Dayton 12/83	Toledo OH/MI 6/85
Office, professional, & technical					
Payroll clerks	$ 7.99	7.56	7.66	6.66	8.55
Accounting clerks	7.41	7.71	6.70	6.22	7.70
File clerks	5.29	5.20	4.92	5.31	5.37
Typists	7.08	7.16	7.04	6.67	7.78
Key entry operators	7.09	6.66	6.58	5.90	7.16
Secretaries	9.17	9.11	8.72	8.34	9.85
Stenographers	8.67	9.09	7.95	9.36	9.72
Switchbd opr-receptionists	6.62	6.51	6.05	5.51	6.37
Drafters	10.51	10.58	9.76	9.37	9.79
Electronic technicians	10.47	10.77	11.06	9.75	12.12
Computer operators	8.75	8.73	8.72	7.41	8.83
Computer programmers (business)	12.10	11.89	11.56	10.92	11.40
Computer systems analysts	15.04	15.66	15.97	13.76	15.63
Maintenance & powerplant					
Carpenters	12.59	13.63	12.11	13.49	NA
Electricians	12.93	13.94	13.50	13.39	13.82
Engineers, stationary	12.23	12.99	12.69	13.36	13.65
Machinists	12.19	12.67	12.31	10.81	13.87
Mechanics (machinery)	11.52	13.43	12.11	12.74	13.82
Tool & die makers	13.37	13.76	14.49	13.71	13.56
Custodial & material movement					
Guards	4.79	5.05	4.83	6.58	5.30
Janitors, porters, & cleaners	5.46	6.65	5.04	7.02	7.28
Laborers, material handling	9.71	9.37	9.12	8.19	12.32
Shippers & receivers	9.19	9.31	7.85	8.71	9.25
Truckdrivers	10.81	11.55	11.53	10.11	12.15
Forklift operators	10.07	11.19	9.33	10.22	11.06

Lima 1, 3, 4, 7 (Dayton)
Lorain 1, 2, 4 (C)
Mansfield 1, 2, 10
Maple Heights (C)
Marion 1, 2, 4 (10 through Galion)
Massillon 1, 2, 4 (Akron)
Mentor 2, 4 (C)
Middletown 1, 2 (Dayton)
Newark 1, 2 (Columbus)
North Olmstead (C)
Norwood 1, 2, 4 (Cincinnati)
Parma 1 (C)
Portsmouth 1, 4 (Huntington, WV)
Sandusky 2, 4 (C)
Shaker Heights (C)
South Euclid (C)
Springfield 2, 3 (Dayton)
Steubenville 2, 4 (Pittsburgh, PA)
Stow (Akron)
Strongsville 1 (C)
Toledo 1-4, 9, 20, 21, 35, 40-42
Upper Arlington (Columbus)
Warren 1, 2 (Youngstown)
Youngstown 1, 2, 5, 10, 13, 36, 41
Zanesville 1, 4 (Columbus)

Railroads

1. Chessie System Railroads
2. Conrail
3. Grand Trunk Western R.R. Co.
4. Norfolk Southern Corp.
5. Pittsburgh & Lake Erie R.R. Co.
6. Seaboard System Railroad
7. Spencerville & Elgin R.R. Co.

Airlines

8. Air Ontario
9. Air Wisconsin
10. Allegheny Commuter
11. American
12. American Eagle
13. BAS Airlines
14. Best Airlines
15. Britt Airways
16. Christman Air System
17. Comair
18. Commuter Express
19. Continental
20. Delta
21. Delta Connection
22. Eastern
23. Empire
24. Florida Express
25. KC Wright Air Lines
26. Midstate Airlines
27. Midway Airlines
28. Midway Express
29. New York Air
30. Northwest
31. Ozark Air Lines
32. Pan American
33. Pan Am Express
34. People Express
35. Piedmont
36. Piedmont Commuter
37. Presidential Airways
38. Republic
39. Republic Express
40. TWA
41. United
42. USAir
43. Yugoslav Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Akron — 14e, 10g
Barberton — 14e, 10g
Beaver Creek — 9g
Bowling Green — 1e, 5g
Brook Park — 3e, 10g
Brunswick — 14e, 5g
Canton — 15e, 10g
Cincinnati — 2eg
Cleveland — 3e, 4e, 10g
Cleveland Heights — 3e, 10g
Columbus — 6e, 7e, 5g
Cuyahoga Falls — 8e, 10g
Dayton — 9eg, 17g
East Cleveland — 3e, 10g
Elyria — 14e, 5g
Euclid — 3e, 10g
Fairborn — 9eg, 14e
Fairfield — 2eg
Findlay — 15e, 5g
Garfield Heights — 3e, 10g
Hamilton — 11eg
Kent — 14e, 10g
Kettering — 9eg
Lakewood — 3e, 10g
Lancaster — 15e, 12g
Lima — 15e, 18g
Lorain — 14e, 5g
Mansfield — 14e, 5g
Maple Heights — 3e, 10g
Marion — 14e, 5g
Massillon — 14e, 10g
Mentor — 3e, 10g
Middletown — 2eg
Newark — 15e, 5g, 13g
North Olmsted — 3e, 10g
Norwood — 2eg
Parma — 3e, 5g
Portsmouth — 15e, 5g
Sandusky — 14e, 5g
Shaker Heights — 3e, 10g
South Euclid — 3e, 10g
Springfield — 14e, 5g
Steubenville — 15e, 5g
Stow — 14e, 10g
Strongsville — 3e, 5g
Toledo — 16e, 5g
Upper Arlington — 6e, 5g

Warren — 14e, 10g
Youngstown — 14e, 10g
Zanesville — 15e, 5g, 13g

1. Bowling Green Electric Dept.
   304 N. Church, Box 388, Bowling Green 43402
2. Cincinnati Gas & Electric Co.
   139 E. 4th St., Cincinnati 45202
3. Cleveland Elec. Illum. Co.
   55 Public Sq., Cleveland 44101
4. Cleveland Public Power
   1201 Lakeside Ave., Cleveland 44114
5. Columbia Gas of Ohio, Inc.
   200 Civic Center Dr., Columbus 43216
6. Columbus and S. Ohio Elec. Co.
   215 N. Front St., Columbus 43215
7. Columbus Elec. Div.
   90 W. Broad St., Columbus 43215
8. Cuyahoga Falls Elec. System
   2550 Bailey Rd., Cuyahoga Falls 44221
9. Dayton Power & Light Co.
   Courthouse Plaza S.W., Box 1247 Dayton 45401
10. East Ohio Gas Co.
    1717 E. 9th St., Cleveland 44114
11. Hamilton Dept. of Public Utilities
    20 High St., Hamilton 45011
12. Lancaster Municipal Gas Co.
    1507 E. Main St., Lancaster 43130
13. National Gas & Oil Corp.
    1500 Granville Rd., Newark 43055
14. Ohio Edison Co.
    76 S. Main St., Akron 44308
15. Ohio Power Co.
    301 Cleveland Ave. S.W., Canton 44702
16. Toledo Edison Co.
    300 Madison Ave., Toledo 43652
17. Union Light, Heat & Power Co.
    139 E. 4th St., Cincinnati 45202
18. West Ohio Gas Co.
    319 W. Market St., Lima 45801

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Akron	25	72	6241	625
Canton	25	72	6241	625
Cincinnati	30	76	4950	1159
Cleveland	26	72	6178	612
Columbus	27	74	5686	862
Dayton	27	75	5689	947
Findlay	24	73	6262	755
Hamilton	30	75	5052	1059
Lancaster	27	73	5803	832
Lima	26	74	5910	849
Mansfield	25	72	6249	652
Newark	27	73	5686	780
Portsmouth	32	76	4702	1137
Sandusky	26	74	6016	821
Steubenville	28	73	5587	762
Toledo	23	72	6570	622
Warren	26	71	6241	579
Xenia	28	73	5559	800
Youngstown	24	70	6560	485

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	1,500	69,000
Masonry	100	7,730
Clays	1,863	10,121
Lime	1,925	102,626
Peat	W	253
Salt	3,626	97,444
Sand & gravel:		
Construction	31,100	106,200
Industrial	1,280	20,460
Stone:		
Crushed	38,500	136,000
Dimension	37	3,454
Combined value of abrasives, gem stones, gypsum, and values indicated by symbol W		1,599
Total 1984 (preliminary)		554,887

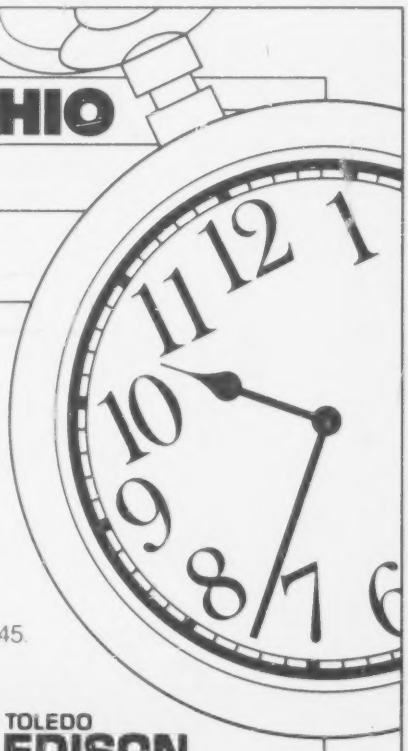
* thousand short tons
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Pawlicki, Clarence D., Dir.
Ohio Dept. of Dev.
State Office Tower
30 E. Broad St.
Columbus, 43216
614/466-2480

MAZDA KNOWS NW OHIO GETS YOU THERE "JUST IN TIME"



The growing emphasis on "Just In Time" delivery makes your business location more important than ever.

Northwest Ohio is centrally located within a 2-hour drive of this country's major manufacturing core and a day's drive of 70% of America's commerce. When Mazda decided to open an American auto plant, it was located within an hour's drive of major Northwest Ohio automotive suppliers.

So before you make a move, call the growth specialists at the Toledo Edison Area Development Department. They're professionals with straight answers to your siting questions. Best of all, their services are free and confidential.

Don't wait until it's too late. Before you make a move, contact Don Dick, Director of Area Development, Toledo Edison Company, 300 Madison Avenue, Toledo, Ohio 43652 (419) 249-5045. He'll show you how to get there "just in time."

TOLEDO EDISON

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Circle 56 on Brochure Service Card

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Canton
Gahris, James C., Econ. Dev. Mgr.
Ohio Power Company
301 Cleveland, SW, 44701
216/438-7842

Cincinnati
Area Dev. Section
Cincinnati Gas & Elec. Co.
139 E. Fourth St., 45202
513/632-2595
Carpenter, F. Kendall
R.E. & Ind. Dev. Mgr.
Chessie System Railroads
11311 Cornell Park Dr., 45242
513/369-5258

Cleveland
Evans, Gary, Econ. Dev. Mgr.
East Ohio Gas Co.
P.O. Box 5759, 44114
216/348-6444

Columbus
Hartong, Ernest J., Econ. Dev. V.P.
Columbus Area Chamber of Comm.
37 N. High St., 43215
617/221-9590
Snyder, William B., Econ. Dev. Mgr.
Columbus & S. Ohio Elec. Co.
215 N. Front St., 43215
614/464-7388

Dayton
Appel, Arnold A., Area Dev. Dir.
Dayton Power & Light Co.
Courthouse Plz. S.W.
P.O. Box 1247, 45401
513/224-5930

Elyria
Coyne, Lawrence J.,Dir.
Lorain Cty. Dept. of Dev.
226 Middle Ave., 44305
216/329-5151

Jefferson
Wright, Eber L., Exec. Dir.
Ashtabula Cty. Econ. Dev. Council, Inc.
P.O. Box 262, 44047
216/576-6816

Lancaster
Lieser, David A., Exec. Dir.
Lancaster Fairfield Cty. Chamber of Commerce
111 W. Wheeling St., P.O. Box 193, 43130
614/653-8251

Lima
Bassitt, William L., Dir.
Econ. Dev. for Allen Cty.
330 N. Elizabeth St., 45801
419/228-3700 Ext. 238
Grimm, Lloyd D., Ind. & Econ. Dev.
West Ohio Gas Co.
319 W. Market St., 45802
419/224-2065

Mentor
Iannone, Donald T., Exec. Dir.
Lake Cty. Comm. Improve Corp.
Econ. Dev. Ctr., Camelot Bldg.
Lakeland Comm. College, 44060
216/951-1290

Tiffin
Hopkins, Christine D., Pres.
Seneca Ind. & Econ. Dev. Corp.
62 S. Washington St., 44883
419/448-9717

Toledo
Dick, Donald F., Area Dev. Dir.
Toledo Edison Co.
300 Madison Ave., Edison Plz., 43652
419/249-5045

STATE INFORMATION:

Financial assistance to industry:
- Industrial revenue bonds for buildings, land, equipment & machinery, & pollution abatement
- Customized labor training funds
- Technology development fund
- Business development loans

Tax rates:

Corporate income tax	7.9%
Personal income tax	3.4%-10.0%
Sales tax	5%
Incorporation tax	$1.25/M
Francise tax	$10 annual filing fee
Inventory tax	none
Gasoline tax	$.16/gal.

Advanced education facilities:

Four-year colleges & universities	44
Two-year or junior colleges	14
Vocational & business schools	40

Medical facilities:

Hospitals	144
Clinics	NA

Labor analysis:
- Civilian labor force..... 2,435,000 (1983)
- High school graduates 1,093,000 (1980)

For additional labor market information, contact Dept. of Industry, Labor & Human Relations, P.O. Box 7903, Madison, WI 53707, 608/266-3161

Environment controls:

Air & water pollution: Bureau of Environ. Impact, Dept. of Natural Resources, P.O. Box 7921, Madison, WI 53707, 608/266-9256

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
WISCONSIN	4,705.3	4,788.3
Appleton	56.0	62.3
Beloit	35.2	34.1
Brookfield	34.0	NA
Eau Claire	51.5	54.6
Fond du Lac	35.9	NA
Green Bay	87.9	90.3
Greenfield	31.5	NA
Janesville	51.1	51.9
Kenosha	77.7	76.2
La Crosse	48.3	47.5
Madison	170.6	171.0
Manitowoc	32.5	NA
Menomonee Falls	27.8	NA
Milwaukee	636.2	608.7
New Berlin	30.5	NA
Oshkosh	49.7	50.0
Racine	85.7	82.8
Sheboygan	48.1	47.2
Superior	29.6	28.0
Waukesha	50.3	52.4
Wausau	32.4	32.2
Wauwatosa	51.3	49.9
West Allis	64.0	64.3

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	—Thousands—	
Appleton-Oshkosh-Neenah	291.3	298.4
Duluth, MN/WI	266.7	259.8
Eau Claire	130.5	136.9
Green Bay	175.3	182.0
Janesville-Beloit	139.4	139.5
*Kenosha	123.1	122.5
La Crosse	91.1	93.4
Madison	323.5	334.7
*Milwaukee	1,397.1	1,390.9
Minneapolis-St. Paul, MN/WI	2,137.0	2,218.0
*Racine	173.1	173.2
Sheboyan	100.9	101.4
Wausau	111.3	114.6

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
WISCONSIN		
523.5	41.1	10.12
Appleton-Oshkosh		
48.4	43.2	10.05
Eau Claire		
8.9	40.8	10.51
Green Bay		
24.1	42.8	10.93
Janesville-Beloit		
18.8	39.1	11.79
Kenosha		
12.4	39.8	12.09
La Crosse		
10.8	39.5	8.99
Madison		
22.0	41.5	9.31
Milwaukee		
168.1	40.8	11.58
Racine		
25.0	39.3	10.66
Sheboygan		
18.7	39.9	9.35
Wausau		
11.8	42.3	9.74

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
WISCONSIN		
2,385.5	147.0	6.2
Appleton-Oshkosh-Neenah		
158.0	9.2	5.8
Eau Claire		
59.4	3.9	6.6
Green Bay		
97.4	5.0	5.1
Janesville-Beloit		
69.2	4.7	6.8
Kenosha		
51.4	5.7	11.2
La Crosse		
49.7	2.4	4.9
Madison		
197.1	7.7	3.9
Milwaukee		
705.3	43.5	6.2
Racine		
83.7	6.6	7.9
Sheboygan		
53.3	3.0	5.6
Wausau		
51.9	3.5	6.8

*preliminary figures

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
1,941.1	NA	NA
MANUFACTURING		
517.8	41.1	10.03
DURABLE GOODS		
321.7	41.3	10.28
Lumber & wood prods.-SIC 24		
21.6	40.8	7.44
Furniture & fixtures-SIC 25		
10.3	41.4	7.45
Stone, clay, & glass prods.-SIC 32		
7.4	41.8	9.39
Primary metal industries-SIC 33		
19.9	42.1	9.67
Fabricated metal products-SIC 34		
50.9	40.5	10.06
Machinery, except electrical-SIC 35		
102.2	41.9	11.50
Electric & electronic equipment-SIC 36		
52.6	41.0	9.57
Transportation equipment-SIC 37		
36.1	41.7	13.07
Instruments & related prods.-SIC 38		
10.7	40.2	8.48
Misc. mfg. industries-SIC 39		
10.1	NA	NA
NONDURABLE GOODS		
196.2	40.8	9.60
Food & kindred products-SIC 20		
62.7	39.1	9.18
Textile mill products-SIC 22		
4.6	40.6	6.97
Apparel & other textile prods.-SIC 23		
6.5	38.0	6.07
Paper & allied products-SIC 26		
47.2	45.2	11.09
Printing & publishing-SIC 27		
36.2	39.0	10.93
Chemicals & allied products-SIC 28		
9.9	42.0	10.62
Rubber & misc. plastics prods.-SIC 30		
20.5	40.0	8.12
Leather & leather prods.-SIC 31		
8.1	38.4	6.65

Area Wage Survey

Average straight-time hourly earnings

	Green Bay 8/85	Milwaukee 5/85	Minneapolis-St. Paul-MN/WI 1/85
Office, professional, & technical			
Payroll clerks $	7.10	7.74	7.78
Accounting clerks	7.23	7.27	7.34
File clerks	NA	5.99	5.24
Typists	6.50	7.15	6.84
Key entry operators	5.90	7.63	6.90
Secretaries	8.46	8.90	8.61
Stenographers	NA	9.21	9.32
Switchbd opr-recept's	5.46	6.00	6.29
Drafters	11.58	10.50	10.40
Electronics technicians	NA	11.60	11.51
Computer operators	8.33	9.53	8.59
Computer programmers (business)	10.25	12.17	11.87
Computer systems analysts	13.90	16.11	15.54
Maintenance & powerplant			
Carpenters	NA	13.51	13.96
Electricians	13.60	14.30	14.73
Engineers, stationary	NA	12.97	12.64
Machinists	13.10	15.43	14.23
Mechanics (machinery)	12.94	13.17	12.00
Tool & die makers	NA	14.35	13.60
Custodial & material movement			
Guards	NA	5.52	5.89
Janitors, porters, & cleaners	5.45	4.93	6.26
Laborers, mat'l handling	8.92	10.41	10.24
Shippers & receivers	9.05	9.21	8.95
Truckdrivers	10.90	11.02	12.64
Forklift operators	10.68	11.06	11.41

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Appleton 3, 8, 18, 21, 22
Beloit 3, 5 (Rockford, IL)
Brookfield 5 (Milwaukee)
Eau Claire 3, 6, 22
Fond du Lac 3, 6 (Oshkosh)
Green Bay 3, 5, 7, 8, 11, 17, 21, 22, 25, 26
Greenfield 5 (Milwaukee)
Janesville 3 (Rockford, IL)
Kenosha 3 (Milwaukee)
La Crosse 1, 3, 5, 8, 17, 22
Madison 3, 5, 8, 11, 15, 17-22, 25
Manitowoc 2, 3, 6, 9, 16, 23
Menomonee Falls (Milwaukee)
Milwaukee 3-6, 8, 10-15, 17-26
New Berlin 3 (Milwaukee)
Oshkosh 3, 6, 9
Racine 3, 5 (Milwaukee)
Sheboygan 3 (Green Bay)
Superior 1, 3, 5, 6 (Duluth, MN)
Waukesha 3, 5, 6 (Milwaukee)
Wausau 3, 5 (17, 22 through Central Wisconsin)
Wauwatosa 3, 5, 6 (Milwaukee)
West Allis 3, 5, 6 (Milwaukee)

Railroads

1. Burlington Northern R.R. Co.
2. Chessie System Railroads
3. Chicago & North Western Trans. Co.
4. Grand Trunk Western R.R. Co.
5. Milwaukee Road
6. Soo Line Railroad Co.
7. Escanaba & Lake Superior R.R. Co.

Airlines

8. Air Wisconsin
9. Alliance Airlines
10. American
11. American Eagle
12. Continental
13. Delta Connection
14. Eastern
15. Frontier Airlines
16. Great Lakes Aviation
17. Midstate Airlines
18. Midwest Express
19. Northwest
20. Ozark Air Lines
21. Pan Am Express
22. Republic
23. Simmons Airlines
24. TWA
25. United
26. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Appleton — 6e, 9g
Beloit — 10eg, 4g

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Greenfield — 6e, 8g, 9g
Janesville — 10eg
Kenosha — 6e, 9g
La Crosse — 3eg
Madison — 1eg, 10g
Manitowoc — 2e, 7g
Menomonee Falls — 6e, 8g
Milwaukee — 6e, 8g, 9g
New Berlin — 6e, 9g
Oshkosh — 11eg
Racine — 6e, 9g
Sheboygan — 10e, 11g
Superior — 5eg
Waukesha — 6e, 9g
Wausau — 11e, 7g
Wauwatosa — 6e, 8g
West Allis — 6e, 8g

1. Madison Gas & Elec. Co.
   133 S. Blair St., P.O. Box 1231,
   Madison 53701
2. Manitowoc Pub. Utilities
   1303 S. 8th St., Manitowoc 54220
3. Northern States Power Co. (Wisc.)
   100 N. Barstow St., Eau Claire 54701
4. S. Beloit Water, Gas & Electric Co.
   Box 629, Beloit 53511
5. Superior Water, Light & Power Co.
   1230 Tower Ave., Superior 54880
6. Wisconsin Elec. Power Co.
   231 W. Michigan St., Box 2046,
   Milwaukee 53201
7. Wisconsin Fuel & Light Co.
   402 N. 10th St., Box 768, Manitowoc
   54220
8. Wisconsin Gas Co.
   626 E. Wisconsin Ave., Milwaukee
   53202
9. Wisconsin Natural Gas Co.
   233 Lake Ave., Racine 53401
10. Wisconsin Power & Light Co.
    222 W. Washington Ave., Box 192,
    Madison 53701
11. Wisconsin Public Service Corp.
    700 N. Adams St., Box 19001, Green
    Bay 54307

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Lime	377	19,981
Peat	9	W
Sand & gravel:		
Construction	15,500	32,300
Industrial	620	7,200
Stone:		
Crushed	17,200	48,000
Dimension	24	2,863
Combined value of abrasive stone, cement, and values indicated by symbol W		11,284
Total 1984 (preliminary)		121,628

* thousand short tons
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Appleton	15	71	7728	515
Beloit	20	74	6611	791
Eau Clair	10	71	8463	472
Fond Du Lac	16	71	7568	521
Green Bay	14	70	8143	381
La Crosse	14	73	7540	683
Madison	16	71	7642	467
Manitowoc	18	70	7517	388
Milwaukee	19	71	7326	470
Oshkosh	15	71	7692	523
Racine	20	72	6919	591
Sheboygan	20	71	7232	428
Superior	9	66	9378	192
Waukesha	18	72	7194	570
Wausau	11	69	8565	371

DEVELOPMENT COUNSELORS:

State Development Agency

Flynn, James T., Lt. Gov.
Wisconsin Dept. of Dev.
123 W. Washington Ave.
P.O. Box 7970
Madison 53707
608/266-1018

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Eau Claire
Carlson, Craig W., Exec. Dir.
Eau Claire Cty. Ind. Dev. Corp.
307 S. Farwell St., 54701
715/834-0070

Fond du Lac
Zeller, John L., Coord.
Fond du Lac Area Econ. Auth.
P.O. Box 1303, 54935-6903
414/929-2928

Madison
Bergmann, H. Paul
Wisconsin Power & Light Co.
222 W. Washington Ave.
P.O. Box 192, 53701
608/252-3252

Racine
Venturelli, Kathleen, Exec. Dir.
Racine Cty. Econ. Dev. Corp.
5802 Washington Ave.
Suite 201, 53406
414/886-1156

Wausau
Luce, Roger Allen, Exec. Dir.
Marathon Cty. Econ. Dev. Council
P.O. Box 569, 427 4th St., 54401
715/845-6231

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Company:_____
Address:_____
City:_____ State:_____ Zip Code:_____
Signature:_____ Date:_____
Phone:_____
Is this a home address? Y/N _____ **FM**

Important—Must Complete to Qualify

1. What is your company's primary business at your location? (Check one)
☐ **10** Shipper (shipper of raw materials and/or manufactured products in bulk. Includes manufacturers, wholesalers, mail order houses, chain stores, and retailers)
☐ **20** Railroad Carrier
☐ **30** Water Carrier
☐ **40** Motor Freight Carrier
☐ **50** Air Carrier
☐ **60** Freight Forwarder, Consolidator, NVOCC, Shipping Agent
☐ **70** Terminals, Ports, and Port Authorities
☐ **80** Supplier to the industry, Leaser of Equipment, Consultant or Insurer
☐ **85** Government and/or Libraries
☐ **90** Others allied to the field? Please specify _____

2. What best describes your business function title? (Check one)
☐ **10** Corporate Management (includes Directors, Owners, Chairmen, Presidents, Vice Presidents, and Corporate Officers)
☐ **20** Operating Management (includes Assistants to Corporate Officials, Plant Office, Factory, Production and General Managers, and their assistants)
☐ **30** Traffic & Physical Distribution Management (includes all Traffic, Physical Distribution and transportation managerial titles and their assistants)
☐ **40** Engineering (includes Packaging, Consulting, Industrial, Material Handling and Plant Engineers)
☐ **50** Sales and/or Marketing
☐ **70** Purchasing
☐ **90** Other, please specify _____

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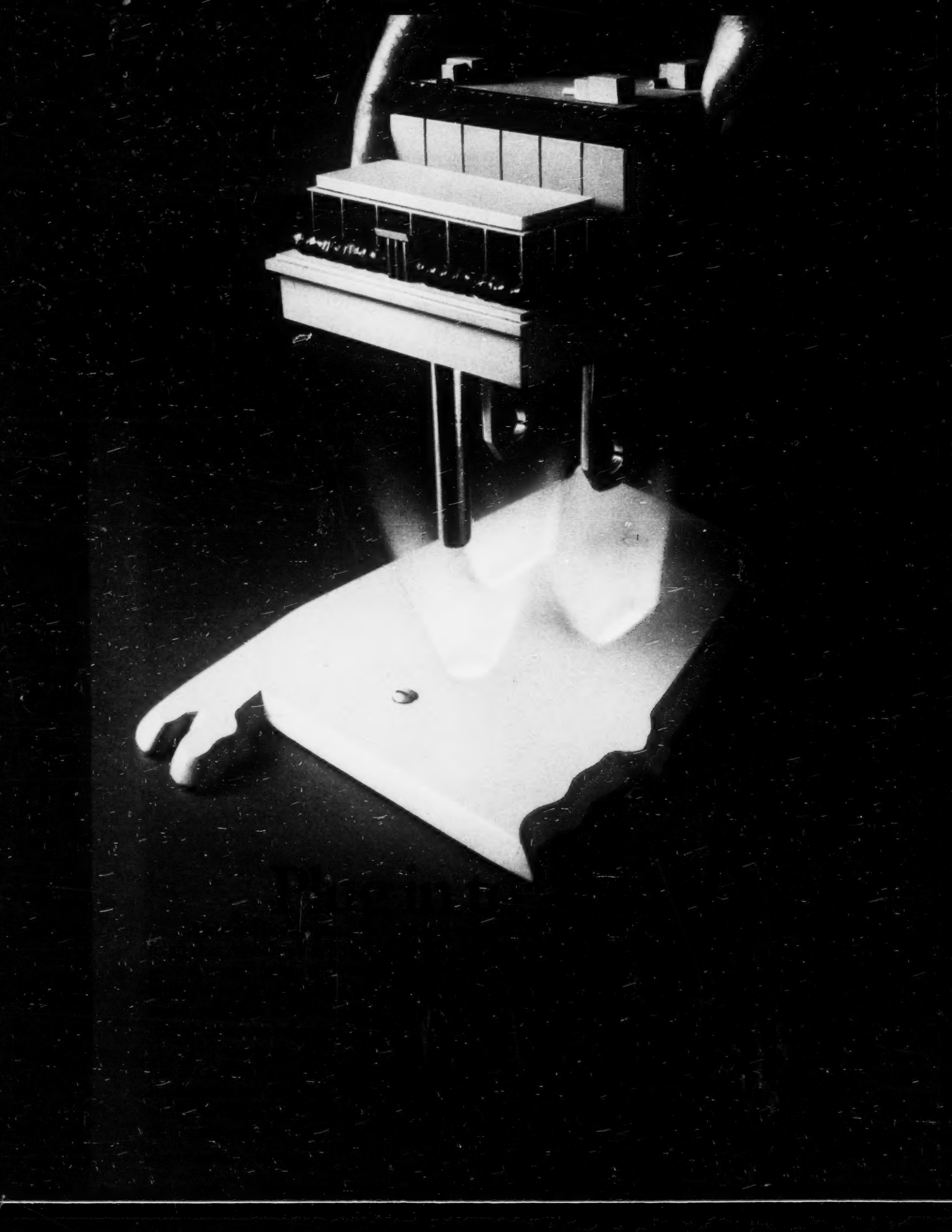


EAST SOUTH CENTRAL

• ALABAMA • MISSISSIPPI
• KENTUCKY • TENNESSEE

Regional Review

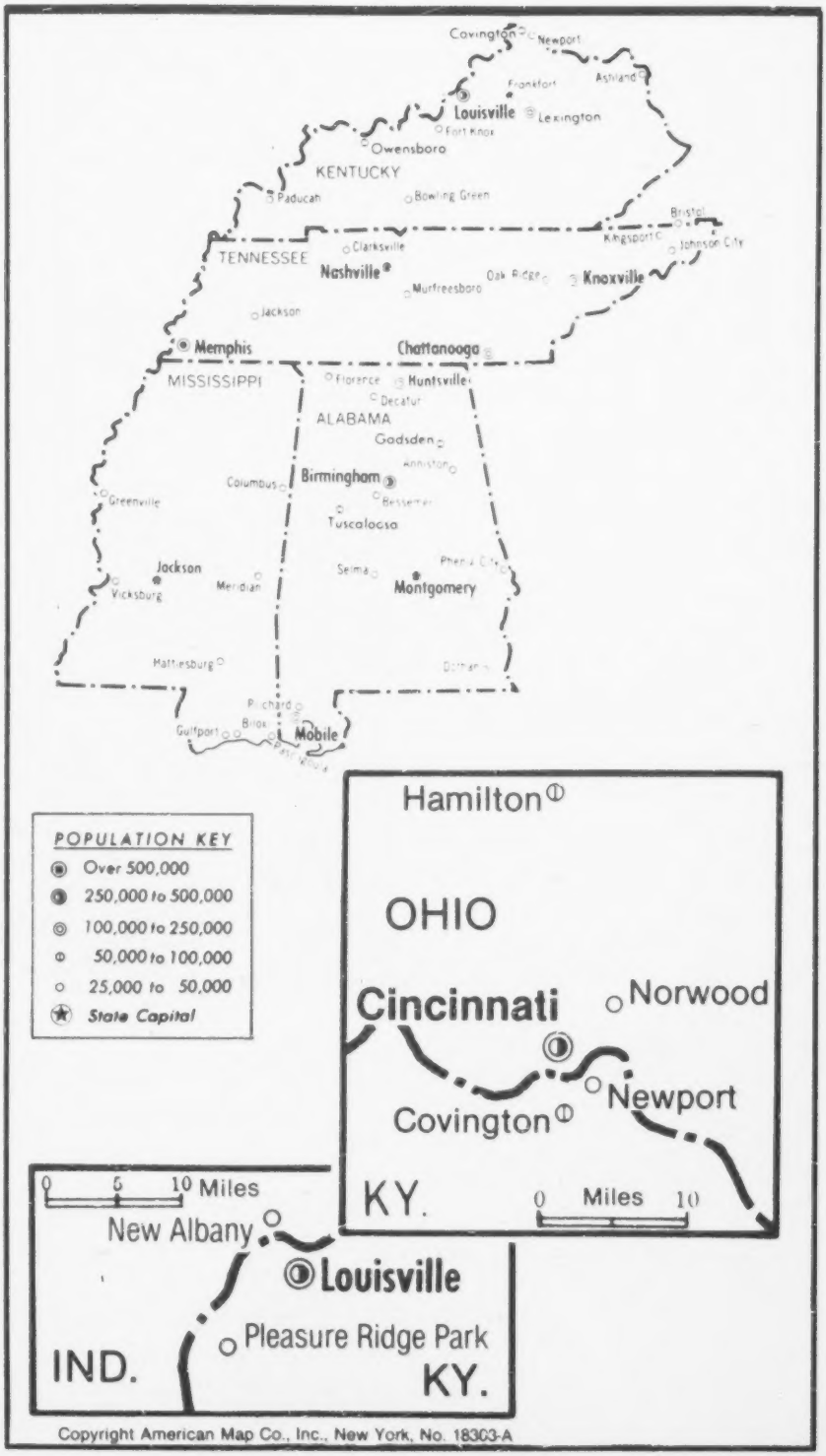
An attractive climate, low wages, abundant labor, and a low percentage of industries involved in manufacturing helped the East South Central region through the recession of 1980-1982, and it's been growing steadily ever since then.

A population increase of 2.9% from 1980 to 1985 illustrates this growth and was one sign of the region's economic health.

Another sign of economic health was the number of new business incorporations, which were up 24.6% from December 1984 to December 1985—the second-highest increase in the country. A decline in business failures, which were down 9.5% in the first half of 1985, was a third sign of health.

In Alexander Grant & Company's *Study of General Manufacturing Climates* (June 1985), all four states in the region placed high in the national rankings for best state manufacturing climates. The study showed a favorable regional business tax climate: 15th out of 48 was the lowest ranking of the four states. And for annual average hourly manufacturing wages, Kentucky was 23rd nationwide with a wage of $8.79; Alabama followed 11th with a wage of $7.58; Tennessee was 10th with a wage of $7.49; and Mississippi was 2nd with a wage of $6.70.

Alabama. According to *Southern Economic Insight*, published by the Federal Reserve Bank of Atlanta, 1986 prospects for the state are encouraging. The bank's economists state that while manufacturing employment dropped in 1985 (especially in lumber, wood, paper, chemicals, textiles, and apparel), overall employment rose. The increase is thanks to growth in such nonmanufacturing sectors as construction, government, financial services, insurance, and real estate,



which account for nearly half of the state's nonagricultural employment.

Construction in the state is centered around Birmingham, where building permit values were up 103.2% for the first half of 1985. A $300-million mall, Riverchase Galleria, opened in early 1986 and illustrates the city's shift away from steel manufacturing and toward the service sector. Additional construction in the city includes the completion of Interstate 459 and a $60-million horse racetrack.

While building permits were down sharply in Mobile for the first half of 1985, Degussa Corporation of West Germany didn't lose its faith in the area. In September 1985 the chemical manufacturer announced plans to build a $60-million hydrogen peroxide plant near the city, which will employ 60. This will be in addition to the 600 people the corporation already employs in its existing Mobile operation.

Kentucky. In December 1985 Governor Martha Layne Collins announced Toyota's plan to manufacture its mid-size Camry near Georgetown. A twenty-year, $125-million incentive plan (which should be recovered in five years) was offered to the Japanese manufacturing company to locate in the state. At full production, the new plant should have an annual payroll of $80 million and employ 3,000 workers.

Other signs of economic expansion in 1985 in Kentucky included the announcement of 23,348 new jobs and the incorporation of 7,886 new businesses (an increase of 5.9% from 1984).

To attract high-technology industries, in April 1985 the state created the Office of Business and Technology. While still in the development stage at the end of 1985, the office plans to identify new technology and applications of education and research for the benefit of state businesses.

Mississippi. The state experienced moderate economic growth in 1985. Trade and services were strong sectors, and they should continue to grow throughout 1986. This growth was tempered by a decline in the energy sector in 1985, which was hit by oil and gas price cutting.

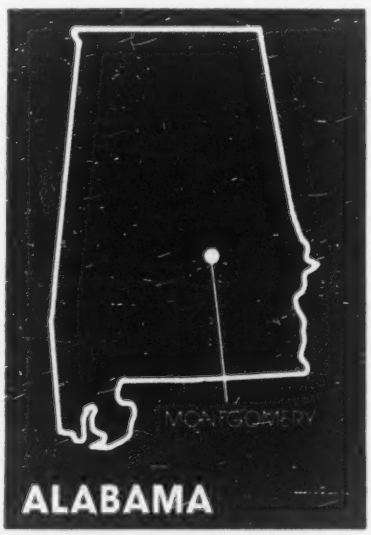
Mississippi's population grew 4.1% from 1980 to 1985, the largest growth percentage in the region. New business incorporations were up 7.4% in 1985. In addition employment was up by 15,800; the largest employment growth was in the wholesale and retail trade sector, which had an increase of 6,900 employees. Total state unemployment was down from 10% in 1984 to 9.8% in 1985.

Tennessee. General Motors Corporation's announcement in July 1985 to build its Saturn auto plant in Spring Hill came as welcome news to Tennessee. Competition between the states was intense for the $3.5-billion project, which is expected to employ 6,000 people and could generate as many as 16,000 jobs in the Spring Hill area.

In Nashville, 30 miles north of Spring Hill, building permit values were the eighth-highest in the nation at $458,317,558 for the first half of 1985. 2.5-million square feet are currently under construction to keep up with an office market that is absorbing nearly 900,000 square feet a year.

Elsewhere in the state building permits increased 88.1% in Memphis and 83.2% in Chattanooga for the first half of 1985.

Overall new business incorporations were up 12.8% in 1985—the largest increase in the region. In addition, unemployment decreased from 7.8% to 7.4% and employment increased by 57,800 workers from Sept. 1984 to Sept. 1985. □



STATE INFORMATION:

Financial assistance to industry:

Tax incentives:
- Business inventory exempt from all taxes
- Franchise tax exemption
- Property tax exemptions
- Certain other local tax exemptions
- Ad valorem tax exemptions for up to 10 years may be granted

Bond financing for buildings, land, & equip.
Bond financing for pollution control
Site grant programs
Block grant programs
Aid for job training (Job Training Partnership Program)
Sales tax exemptions on building materials & equip. financed by industrial development bonds
Free employee training through AIDT

Tax rates:
- Corporate income tax .....5% (after fed. tax deduction)
- Personal income tax graduated to 5%
- Sales tax .....4% (auto, mining, mfg., & farm equip. 1 ½%)
- General property tax .....assessment value for ind. property set at 20% fair market. State levies 6½ mills on assessed value; county & municipal rates vary (exempt if I.D. bond financed)
- Corporate organization tax .....$45 filing articles, $100 merger for domestic. $70 + .1% of employed capital over $1,000 for foreign
- Franchise tax (if not exempt).....$10 per $1000 for capital stock for domestic. $3 per $1000 of book value of capital employed in Ala. for foreign
- Inventory tax .....none
- Gasoline tax .....$.11/gal.

Advanced educational facilities:
- Four-year colleges & universities ....29 (+ 5 branch campuses)
- Two-year or junior colleges.....27
- Vocational technical colleges .....28 (public)

Medical facilities (licensed):
- Hospitals (acute care).....137
- Nursing homes 219
- Domiciliary medical 99
- Maternity homes 3
- Cerebral palsy.....2
- Rehabilitation clinics.....11
- Abortion clinics 9
- Renal disease clinics.....23
- HMOs.....8
- Independent clinical labs.....92
- Surgical centers 13

Labor analysis:

Civilian labor force..... 1,790,000 (9/85)
For additional labor market information, contact Dept. of Ind. Relations, 649 Monroe St., Montgomery, AL 36130, 205/261-5420

Environment controls:

Air & water pollution: Mr. Leigh Pegues, Dir., Dept. of Environ. Mgt. (one-stop permitting), 1751 Federal Dr., Montgomery, AL 36130, 205/271-7700

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
ALABAMA	3,890.1	4,042.4
Anniston	29.5	30.4
Auburn	28.5	NA
Bessemer	31.7	31.4
Birmingham	284.4	282.5
Decatur	42.0	43.5
Dothan	48.8	53.9
Florence	37.0	36.7
Gadsden	47.6	47.1

Huntsville	142.5	147.8
Mobile	200.5	206.2
Montgomery	178.2	188.0
Phenix City	26.9	NA
Prichard	39.5	NA
Selma	26.7	NA
Tuscaloosa	75.1	75.1

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	—Thousands—	
Anniston	116.9	124.9
Birmingham	884.0	915.7
Columbus, GA/AL	239.2	241.0
Dothan	122.4	126.1
Florence	135.0	139.6
Gadsden	103.1	104.8
Huntsville	197.0	208.0
Mobile	442.8	468.8
Montgomery	272.7	291.4
Tuscaloosa	137.5	143.2

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
ALABAMA		
350.0	41.4	8.53
Birmingham		
54.4	40.3	8.79
Mobile		
25.0	41.3	10.54

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
ALABAMA		
1,790.0	144.1	8.1
Birmingham		
402.3	27.3	6.8
Huntsville		
123.9	6.5	5.3
Mobile		
197.5	17.2	8.7
Montgomery		
133.3	8.6	6.5
Tuscaloosa		
59.5	3.5	5.9

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Huntsville 2/85
Office, professional, & technical	
Payroll clerks	$ 6.31
Accounting clerks	6.35
File clerks	4.45
Typists	6.10
Key entry operators	6.68
Secretaries	8.38
Switchbd opr-recept'n	5.94
Drafters	8.31
Computer operators	7.50
Computer programmers	12.61
Computer systems analysts	16.58
Maintenance & powerplant	
Electricians	13.16
Engineers, stationary	13.21
Machinists	10.89
Mechanics (machinery)	12.37
Tool & die makers	12.93
Custodial & material movement	
Guards	5.41
Janitors, porters, & cleaners	4.55
Laborers, mat'd hdlg	7.11
Shippers & receivers	7.66
Truckdrivers	8.43
Forklift operators	7.78

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
1,383.5	NA	NA
MANUFACTURING		
358.4	41.0	7.97
DURABLE GOODS		
173.5	41.7	8.32
Lumber & wood prods.-SIC 24		
29.7	42.4	6.46
Stone, clay, & glass prods.-SIC 32		
8.8	41.9	8.68
Primary metal industries-SIC 33		
26.4	41.0	11.03
Fabricated metal products-SIC 34		
23.0	41.2	8.04
Machinery, except electrical-SIC 35		
17.7	42.4	8.18
Electric & electronic equipment-SIC 36		
23.1	42.0	7.54
Transportation equipment-SIC 37		
25.3	41.6	10.64
NONDURABLE GOODS		
184.9	40.3	7.65
Food & kindred products-SIC 20		
28.0	40.2	6.08
Textile mill products-SIC 22		
39.3	39.7	6.40
Apparel & other textile prods.-SIC 23		
55.0	37.3	5.17
Paper & allied products-SIC 26		
21.3	46.7	12.44
Printing & publishing-SIC 27		
11.2	39.4	8.34
Chemicals & allied products-SIC 28		
11.9	43.5	11.02
Rubber & misc. plastics prods.-SIC 30		
16.0	43.1	11.71

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Anniston 3, 4, 8-10
Auburn 4, 13
Bessemer 3, 4 (Birmingham)
Birmingham 1-4, 5-7, 9, 11, 14-18
Decatur 3, 4 (Huntsville)
Dothan 3, 4, 9-12
Florence 3, 4 (10 through Muscle Shoals)
Gadsden 3, 4, 10
Huntsville 3, 4, 7, 10, 11, 16, 17
Mobile 1-6, 9, 11, 16
Montgomery 2-4, 9-12, 16
Phenix City 3 (Columbus, GA)

Need To Expand To The Southeast?

Visit Dothan/Houston County, Alabama, and you will decide to stay. G.E., Michelin, Sony, and TRW are a few who did.

- Excellent labor force
- Free training program
- U.S. 231 N. 4-lane to I-65, I-85; U.S. 231 S. 4-lane to Florida and connects I-10; U.S. 431 and U.S. 84
- Four railroads
- Barge service on the Chattahoochee River, 9' x 100' channel
- Industrial bonds
- Frequent air service to Atlanta
- Four year college
- Community college
- 44,000,000 people within 500 miles
- Regional medical facilities, 3 hospitals w/600 beds
- Climate: Average Jan. Low 34.6 Average July High 90.2

Dothan/Houston County Chamber Of Commerce
J. Dale Hubbard, C.I.D., President
300 N. Foster St., P.O. Box 6348, Dothan, AL 36302
(205) 792-5138

Circle 61 on Brochure Service Card

Prichard 2 (Mobile)
Selma 3, 4 (Montgomery)
Tuscaloosa 2, 3, 10

Railroads

1. Burlington Northern R.R. Co.
2. Illinois Central Gulf R.R. Co.
3. Norfolk Southern Corp.
4. Seaboard System Railroad

Airlines

5. Air New Orleans
6. Allegheny Commuter
7. American
8. Atlantic Southeast
9. Delta
10. Delta Connection
11. Eastern
12. Eastern Metro Express
13. Eagle Airline
14. Florida Express
15. People Express
16. Republic
17. United
18. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Anniston — 2e, 1g
Auburn — 2e, 1g
Bessemer — 4e, 1g
Birmingham — 2e, 1g
Decatur — 5eg
Dothan — 6e
Florence — 7eg
Gadsden — 2e, 1g
Huntsville — 9eg
Mobile — 2e, 10g
Montgomery — 2e, 1g
Phenix City — 2e, 11g
Prichard — 2e, 10g
Selma — 2e, 1g
Tuscaloosa — 2e, 1g

1. Alabama Gas Corp.
   1918 First Ave. N., Birmingham 35295
2. Alabama Power Co.
   600 N. 18th St., Box 2641, Birmingham 35291
3. Alabama-Tennessee Natural Gas Co.
   P.O. Box 918, Florence 35631
4. Bessemer Electric Service
   P.O. Box 846, Bessemer 35021
5. Decatur Utilities Dept.
   110 Johnston St., S.E., P.O. Box 2232, Decatur 35602
6. Dothan Electric Dept.
   126 N. St. Andrews St., Box 2128 Dothan 36302
7. Florence Electricity (Gas) Dept.
   110 W. College St., Box 877 (Box 1023), Florence 35631
8. Hardin County Gas Co.
   P.O. Box 357, Florence 35630
9. Huntsville Utilities
   P.O. Box 2048, Huntsville 35804
10. Mobile Gas Service Corp.
    2828 Dauphin St., Mobile 36606
11. Phenix City Dept. of Public Utilities
    1119 Broad St., P.O. Drawer 760 Phenix City 36868
12. Southeast Alabama Gas Dist.
    U.S. Hwy. 29 N., Andalusia 36420

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement		
Portland	3,600	166,800
Masonry	240	15,470
Clays (excl. bentonite)	1,900	23,257
Gem stones	NA	1
Lime	1,195	62,400
Sand & gravel:		
Construction	9,100	25,400
Industrial	505	3,500
Stone:		
Crushed	23,000	103,500
Dimension	8	2,674
Combined value of bauxite, clays (bentonite), phosphate rock		8,053
Total 1984 (preliminary)		411,055

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan	Jul	Degree Days Heating	Cooling
Birmingham	42	80	2943	1891
Gadsden	41	79	3160	1671
Huntsville	40	79	3279	1708
Mobile	51	82	1695	2643
Montgomery	47	82	2277	2274
Selma	48	82	2040	2433
Tuscaloosa	44	81	2675	2102

DEVELOPMENT COUNSELORS:

State Development Agency

Etheredge, Jamie, Dir.
Scogin, Darlene, Asst. Dir.
Alabama Dev. Off.
State Capitol
Montgomery, 36130
205/263-0048

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Atmore
Hutchison, David W., Exec. Dir.
Escambia Cty. Ind. Dev. Auth.
P.O. Box 1266, 36504
205/368-5404

Birmingham
McArthur, Charlton B., Ind. Dev. V.P.
Alabama Power Co.
P.O. Box 2641, 35291
205/250-2534

Butler
Otto, Phil, Exec. Dir.
Butler-Choctaw Cty. Chamber of Comm.
P.O. Box 180, 36904
205/459-4168

Dothan
Hubbard, J. Dale, C.I.D., Pres.
Dothan-Houston Cty. Chamber of Comm.
P. O. Box 638, 36302
205/792-5138

Gadsden
McCain, Michael B., Exec. Dir.
Gadsden-Etowah Cty. Ind. Dev. Auth.
P.O. Box 271, 35901
205/543-9423

Huntsville
Nerren, Guy B., C.I.D., Pres. & Gen. Mgr.
Chamber of Comm. of Huntsville-Madison Cty. Inc.
P.O. Box 408, 35804
205/533-4141

Mobile
Merrihew, Lawrence L., V.P., Ind. Dev.
First Ala. Bank of Mobile
P.O. Box 2527, 36622
205/690-1594

Montgomery
George, Randall L., C.I.D.,
Gen. Mgr. & Econ. Dev. Dir.
Montgomery Chamber of Comm.
P.O. Box 79, 36101
205/834-5200

STATE INFORMATION:

Financial assistance to industry:
Tax incentives
Bonds for buildings, land, equipment, mfrs. distribution centers, pollution control, coal conversion, transportation & minerals processing facilities, agribusiness facilities, & site development
Recruiting, testing, & job placement services

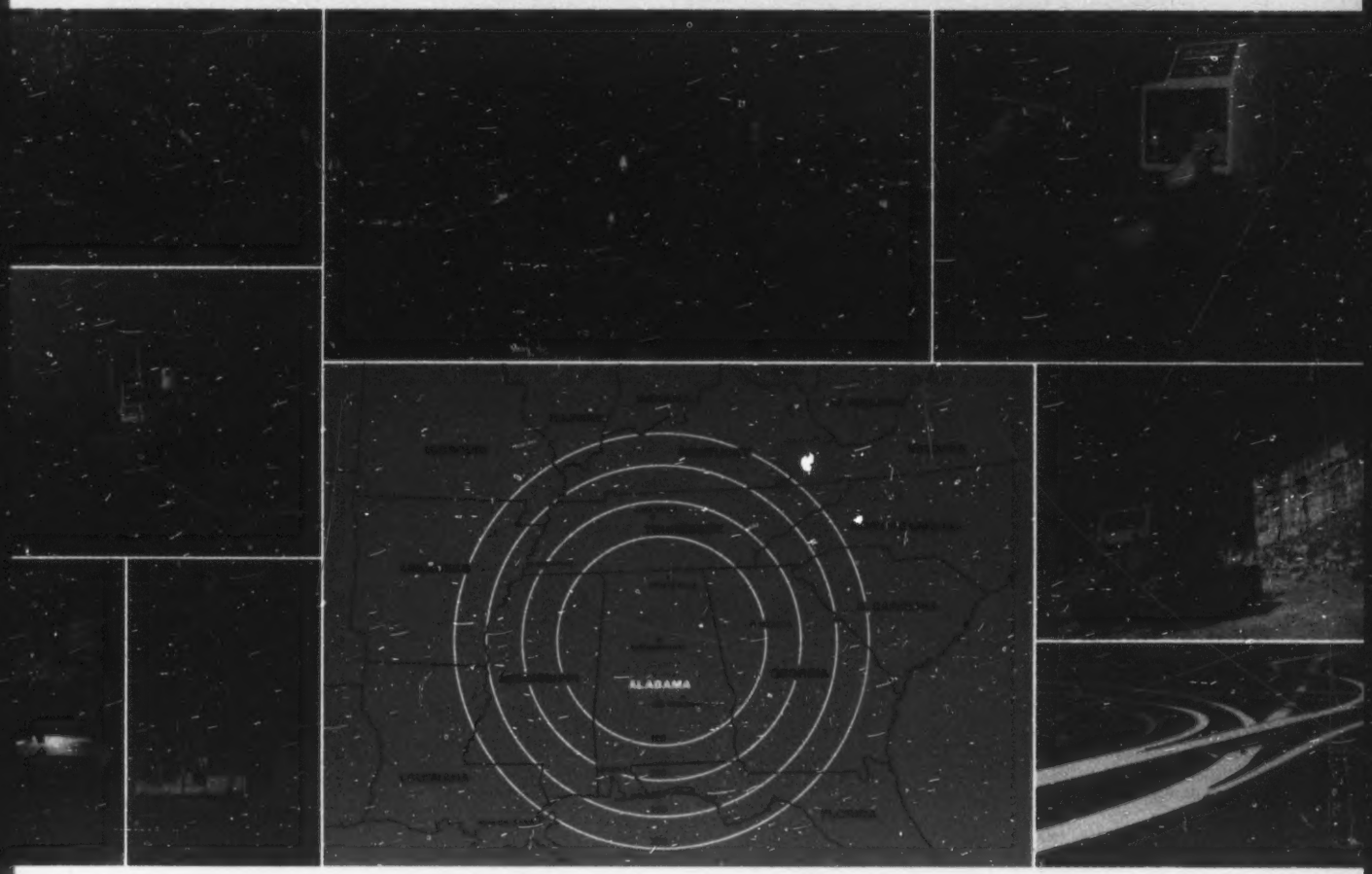
Tax rates:
Corporate income tax 3.0%-7.25%
Personal income tax 2%-6%
Sales tax 5%
Incorp. tax ..... $0.002 to $.01 per share
Franchise tax $0.0021
Inventory tax .....$.001 per $100 ($.001 per $100 + local on finished goods only)
Gasoline tax.. 9% of wholesale prices

Advanced education facilities:
Four-year colleges & universities 24
Two-year or junior colleges.....18
Public vocational schools 88

Medical facilities
Hospitals 115
Clinics.....NA

Labor analysis:
Civilian labor force..... 1,719,600 (9/85)
High school graduates 43,500
For additional labor market information, contact Dept. for Employ. Services, 275 E. Main St., Frankfort, KY 40601, 502/564-5331

IF INDUSTRY NEEDS IT, ALABAMA HAS IT.



INCLUDING THE BEST LOCATION IN THE SOUTHEAST.

"If it's an ideal location in the center of the fast-developing Southeast you want, Alabama has it.

"If it's natural resources like forest products, agricultural products, seafood, coal, or numerous minerals you need, Alabama has them—in abundance.

"If it's dependable low-cost energy you need, Alabama has it, including an excess of electric generating capacity; natural gas distribution lines; and vast reserves of petroleum, natural gas and methane gas.

"If it's convenient, low-cost transportation you need, Alabama has it: 90,000 miles of interstate, state and county highways; 5,000 miles of rail lines; 11 commercial airports served by eight major and five commuter airlines; and five navigable waterways, including the Tennessee-Tombigbee which connects the Port of Mobile with some 16,000 miles of inland waterways that reach 13 states as far north as Minnesota.

"If it's the lowest business tax costs in the Southeast and the lowest property taxes in the nation you're looking for, Alabama has both.

"If it's low-interest loans, industrial development bond financing or other funding you need, Alabama has the most competitive package of industrial incentives in the Southeast.

"We also have free industrial job training, simplified corporate laws, and one-stop environmental permitting to make it easier for you to get into business in Alabama.

"If Alabama sounds like the kind of state where you'd like to get down to business, write or call for more information.

"Whatever you need, chances are good we have it in Alabama."

Yes, Governor, Alabama is the kind of state where I'd like my business to shine.

☐ Send me more information.
☐ Call me.

Gov. George C. Wallace

Name _____
Title _____
Company _____
Address _____
City _____
State/Zip _____
Phone _____

Send in strictest confidence to:
Jamie "Red" Etheredge, Director
Darlene Scogin, Assistant Director
Alabama Development Office
Montgomery, Alabama 36130
(205) 263-0048 Telex 592-471 57PL

ALABAMA

A State Cut Out For Business

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Circle 59 on Brochure Service Card

KENTUCKY

Environment Controls:

Air & water pollution: Dept. for Environ. Protection, Kentucky Natural Resources & Environ. Protection Cabinet, 18 Reilly Rd., Frankfort, 40601, 502/564-2150

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	Thousands	
KENTUCKY	3,661.4	3,769.7
Ashland	27.1	26.5
Bowling Green	40.5	44.0
Covington	49.0	46.7
Frankfort	26.0	NA
Hopkinsville	27.3	27.8
Lexington-Fayette	204.2	208.9
Louisville	298.5	286.7
Owensboro	54.5	55.3
Paducah	29.3	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	Thousands	
*Cincinnati, OH/KY/IN	1,401.4	1,403.5
Clarksville-Hopkinsville, TN/KY	150.2	155.5
Evansville, IN/KY	276.0	284.1
Huntington-Ashland, WV/KY/OH	336.0	341.0
Lexington-Fayette	318.1	328.5
Louisville, KY/IN	957.0	968.5
Owensboro	85.9	87.7

*Primary Metropolitan Statistical Area (PMSA)

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
KENTUCKY		
255.9	39.3	9.55
Lexington-Fayette		
29.2	39.4	9.98
Louisville		
86.3	41.0	10.81

*preliminary figures for production workers

Area Wage Survey

Average straight-time hourly earnings

	Louisville KY/IN 11/84
Office, professional, & technical	
Payroll clerks	$ 7.37
Accounting clerks	7.10
File clerks	4.94
Typists	5.99
Key entry operators	5.94
Secretaries	8.95
Switchbd opr-recept's	5.78
Drafters	11.77
Electronics technician	11.23
Computer operators	8.23
Computer programmers	12.08
Computer systems analysts	15.58
Maintenance & powerplant	
Carpenters	11.96
Electricians	13.58
Engineers, stationary	12.14
Machinists	13.02
Mechanics (machinery)	13.94
Custodial & material movement	
Guards	4.96
Janitors, porters, & cleaners	5.81
Laborers, mat'l hdlg	8.67
Shippers & receivers	8.33
Truckdrivers	10.39
Forklift operators	10.26

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
KENTUCKY		
1,719.6	153.3	8.9
Lexington-Fayette		
191.6	8.9	4.6
Louisville		
461.8	35.2	7.6
Owensboro		
43.6	4.1	9.4

*preliminary figures

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
1,206.1	NA	NA
MANUFACTURING		
257.8	39.2	9.28
DURABLE GOODS		
142.8	40.3	9.95
Lumber & wood prods.-SIC 24		
9.4	33.0	8.10
Furniture & fixtures-SIC 25		
5.1	38.9	6.17
Stone, clay, & glass prods.-SIC 32		
7.7	46.4	8.87
Primary metal industries-SIC 33		
18.2	38.7	11.39
Fabricated metal products-SIC 34		
15.0	39.7	8.58
Machinery, except electrical-SIC 35		
34.2	39.9	10.17
Electric & electronic equipment-SIC 36		
30.4	38.8	9.95
Transportation equipment-SIC 37		
15.1	48.8	13.12
Instruments & misc. mfg.-SIC 38		
7.7	38.8	6.80
NONDURABLE GOODS		
115.0	38.0	8.43
Food & kindred products-SIC 20		
19.3	39.0	8.66
Tobacco manufactures-SIC 21		
8.8	40.5	10.35
Textile mill products-SIC 22		
5.8	35.1	5.31
Apparel & other textile prods.-SIC 23		
26.5	33.3	5.44
Paper & allied products-SIC 26		
7.5	41.2	8.95
Printing & publishing-SIC 27		
15.3	39.6	9.28
Chemicals & allied products-SIC 28		
13.4	41.2	10.63
Petroleum & coal prods.-SIC 29		
3.9	51.7	12.22
Rubber & misc. plastics prods.-SIC 30		
12.1	35.3	11.25
Leather & leather prods.-SIC 31		
2.4	45.8	4.96

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Ashland 1 (Huntington, WV)
Bowling Green 6 (Nashville, TN)
Covington 1, 6 (Cincinnati, OH)
Frankfort 1, 6,19
Hopkinsville 3, 6 (Clarksville, TN)
Lexington-Fayette 1, 5, 6, 9, 10, 16, 21, 22
Louisville 1-7, 9-14, 16, 17, 19-22
Owensboro 6, 7
Paducah 3, 8, 14, 15, 18

Railroads

1. Chessie System Railroads
2. Conrail
3. Illinois Central Gulf R.R. Co.
4. Milwaukee Road
5. Norfolk Southern Corp.
6. Seaboard System Railroad

Airlines

7. Allegheny Commuter
8. Britt Airways
9. Delta
10. Delta Commuter
11. Eastern
12. Florida Express
13. Midstate Airlines
14. Ozark Air Lines
15. Ozark Midwest
16. Piedmont
17. Republic
18. Republic Express
19. Sunbird
20. TWA
21. United
22. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Ashland — 6e, 2g, 5g
Bowling Green — 1e, 11g
Frankfort — 3e, 2g
Hopkinsville — 4e, 11g
Lexington-Fayette — 7e, 2g
Louisville — 8eg
Owensboro — 9e, 11g
Paducah — 10e, 11g

1. Bowling Green Elec. Div.
   801 Center St., Box 478, Bowling Green 42101
2. Columbia Gas of KY Inc.
   200 Civic Center Dr., Columbus, OH 43216
3. Frankfort Elec. & Water Plant Bd.
   315 W. 2nd St., Frankfort 40601
4. Hopkinsville Elec. Plant Bd.
   101 N. Main St., Hopkinsville 42240
5. Inland Gas Co.
   340 17th St., Ashland 41101
6. Kentucky Power Co.
   1701 Central Ave., Box 1428, Ashland 41101

FRUIT OF OUR LABOR

When Union Underwear Company, Inc., makers of Fruit of the Loom® underwear outgrew their existing world headquarters in New York, Kentucky made short work of finding them a new site.

Union Underwear needed room. Kentucky offers plenty of wide open spaces. They needed housing. Kentucky has a wealth of developing communities with an attractively low cost of living. They needed quality talent. Kentucky's excellent universities graduate thousands of bright, young hopefuls every year. They wanted a "good business climate." Kentucky has developed a progressive and profitable business package.

Union Underwear chose Bowling Green, Kentucky. But all over the State, we've made it our business to make business a priority.

Kentucky

The Business Environment is Right

For more information, call or write:

Carroll Knicely, Secretary of Commerce
Commonwealth of Kentucky
Frankfort, Kentucky 40601
(800) 626-2930

James Gaskill, Executive Director
South Kentucky Industrial Development Association
P.O. Box 720
Hopkinsville, Kentucky 42240
(502) 886-1120

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Circle 97 on Reader Service Card

7. Kentucky Utilities Co.
   1 Quality St., Lexington 40507
8. Louisville Gas & Electric Co.
   311 W. Chestnut St., Box 32010
   Louisville 40232
9. Owensboro Mun. Utilities
   115 E. 4th St., Owensboro 42301
10. Paducah Power System
    1400 Broadway, Box 180, Paducah 42001
11. Western Kentucky Gas Co.
    311 W. 7th St., Owensboro 42301

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (excl. ball & fire clays)	719	2,359
Gem stones	NA	1
Sand & gravel:		
Construction	6,500	15,500
Industrial	10	120
Stone (crushed)	36,300	126,500
Combined value of cement, clays (ball and fire, 1983), lime, and zinc		115,219
Total 1984 (preliminary)		259,699

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Ashland	32	75	4900	1071
Bowling Green	34	78	4309	1429
Covington	29	75	5247	1037
Lexington	32	76	4814	1170
Louisville	33	78	4525	1342
Owensboro	33	78	4279	1460
Paducah	34	79	4130	1573

DEVELOPMENT COUNSELORS:

State Development Agency

Frantz, Jerry, Dir., Admin. Svcs.
Kentucky Commerce Cabinet
Capital Plz. Tower, 24th Fl., 4
502/564-7670

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Ashland

Rash, A. V., Econ. Dev. Mgr.
Kentucky Power Co.
1701 Central Ave., 41101
606/329-2220

Louisville

Bond, William F., Jr., Sr. Econ. Dev. Rep.
Louisville Chamber of Comm.
1 Riverfront Plz., 40202
502/566-5000

Ferriell, Bruce Justin, Dpty. Dir.
Jefferson Cty. Econ. Dev.
527 W. Jefferson, Ste. 106, 40202
502/581-5737

de St. Croix, Brian
Econ. Dev. Mgr.
Louisville Area Chamber of Comm.
1 Riverfront Plz., 40202
502/566-5000

STATE INFORMATION:

Financial assistance to industry:
- Tax exemptions
- Bonds for buildings, land, & equip.
- Bonds for pollution control
- "Free Port" law
- Free start-up training
- Small bus. loan guaranty program
- SBA 503 program

Tax rates:

Corporate income tax	3%-4%
Personal property tax	10-year exemption for new mfrs.
Sales tax	6%
Franchise & incorp. tax	$2.50/$1,000
Inventory tax	assessed at 15% of true value — millage varies
Gasoline tax	$.09/gal.

Advanced education facilities:

Four-year colleges & universities	22
Two-year or junior colleges	22
Vocational & business schools	30

Medical facilites:

Hospitals	118
Clinics	NA

Labor analysis:

Civilian labor force	1,120,000
High-school grads	399,000 (1980)

For additional labor market information, contact Employ. Security Commission, P.O. Box 1699, 1520 W. Capitol St., Jackson, MS 39205, 601/354-8711

Environment Controls:

Air & Water Pollution: Bureau of Pollution Control Dir., Dept. of Natural Resources, 2380 Hwy. 80 W, P.O. Box 10385, Jackson, 39209, 601/961-5171

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
MISSISSIPPI	2,520.6	2,627.2
Biloxi	49.3	49.6
Columbus	27.4	NA
Greenville	40.6	40.3
Gulfport	39.7	40.6
Hattiesburg	40.8	42.2
Jackson	202.9	213.9
Meridian	46.6	48.0
Pascagoula	29.3	30.7
Vicksburg	25.4	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	—Thousands—	
Biloxi-Gulfport	191.9	195.4
Jackson	362.0	391.1
Memphis, TN/AR/MS	912.9	927.2
Pascagoula	118.0	126.2

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
MISSISSIPPI		
219.9	40.7	7.25
Jackson		
19.3	41.7	8.24

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
MISSISSIPPI		
1,150.2	112.8	9.8
Jackson		
191.3	13.1	6.9

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Jackson 1/85	Memphis, TN/AR/MS 11/84
Office, professional, & technical		
Payroll clerks	$ 7.23	6.81
Accounting clerks	6.67	6.25
File clerks	5.19	6.18
Typists	5.78	7.58
Key entry operators	6.60	6.16
Secretaries	7.65	7.81
Stenographers	NA	NA
Switchbd opr-recept's	5.75	5.29
Drafters	9.09	8.63
Electronics technicians	11.14	10.16
Computer operators	7.94	7.83
Computer programmers	11.23	9.84
Computer systems analysts	13.27	14.20
Maintenance & powerplant		
Carpenters	NA	11.38
Electricians	12.20	12.90
Engineers, stationary	NA	12.77
Machinists	11.63	11.74
Mechanics (machinery)	10.73	12.03
Tool & die makers	NA	12.07
Custodial & material movement		
Guards	NA	4.40
Janitors, porters & cleaners	4.19	4.06
Laborers, material handling	7.48	6.88
Shippers & receivers	7.40	7.66
Truck drivers	8.56	8.24
Forklift operators	8.21	8.52

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
823.1	NA	NA
MANUFACTURING		
218.6	40.6	6.95
DURABLE GOODS		
120.0	41.5	7.47
Lumber & wood prods.-SIC 24		
22.6	43.4	6.38
Furniture & fixtures-SIC 25		
17.8	39.1	6.23
Stone, clay, & glass prods.-SIC 32		
6.2	44.7	7.13
Primary & fabricated metals-SIC 33		
15.4	41.8	7.52
Fabricated metal products-SIC 34		
11.7	NA	NA
Machinery, except electrical-SIC 35		
12.7	41.4	7.77
Electric & electronic equipment-SIC 36		
22.8	40.9	8.14
Transportation equipment-SIC 37		
17.9	41.6	9.87
Instruments & related products-SIC 38		
1.4	NA	NA
Misc. mfg. industries-SIC 39		
3.3	NA	NA
NONDURABLE GOODS		
98.6	39.4	6.29
Food & kindred products-SIC 20		
22.4	39.2	5.41
Textile mill products-SIC 23		
5.9	40.1	5.95
Apparel & other textile prods.-SIC 23		
38.5	37.7	4.66
Paper & allied products-SIC 26		
7.5	42.9	11.24
Printing & publishing-SIC 27		
6.3	38.8	7.78
Chemicals & allied products-SIC 28		
6.8	42.5	9.50
Petroleum & coal prods.-SIC 29		
2.1	NA	NA
Rubber & misc. plastics prods.-SIC 30		
7.9	NA	NA
Leather & leather prods.-SIC 31		
1.2	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Biloxi 4 (Gulfport)
Columbus 1-3, 7, 8, 3
Greenville 2, 7, 8, 12, 13
Gulfport 2, 4, 9, 10, 12
Hattiesburg 2, 3 (Laurel)
Jackson 2, 5-7, 9, 11, 13-15
Meridian 2, 3, 8, 13
Pascagoula 4 (Mobile, AL)
Vicksburg 2 (Jackson)

Railroads

1. Burlington Northern R.R. Co.
2. Illinois Central Gulf R.R. Co.
3. Norfolk Southern Corp.
4. Seaboard System Railroad

Airlines

5. American
6. Continental Commuter
7. Delta
8. Delta Connection
9. Eastern
10. Eastern Metro Express
11. Flight Line
12. Republic
13. Republic Express
14. Royale Airlines
15. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below. e = electric g = gas

Biloxi — 4e, 2g
Columbus — 1e, 5g
Greenville — 3e, 5g
Gulfport — 4e, 2g
Hattiesburg — 4e, 7g
Jackson — 3e, 5g
Meridian — 4e, 5g
Pascagoula — 4e
Vicksburg — 3e, 6g

1. Columbus Lt. and Water Dept.
   P.O. Box 949, Columbus 39701
2. Entex Inc.
   P.O. Box 2628, Houston, TX 77001
3. Mississippi Power & Light Co.
   Electric Bldg., Box 1640, Jackson 39215-1640
4. Mississippi Power Co.
   2992 W. Beach, Gulfport 39501
5. Mississippi Valley Gas Co.
   711 W. Capitol St., Jackson 39203
6. Vicksburg Water & Gas Admin.
   801 Washington St., Vicksburg 39180
7. Willmut Gas & Oil Co.
   315 Main St., Hattiesburg 39401

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	1,393	33,820
Sand & gravel (construction)	10,400	30,100
Stone (crushed)	1,900	5,600
Combined value of cement and sand and gravel (industrial)		25,840
Total 1984 (preliminary)		95,360

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Biloxi	52	82	1498	2652
Columbus	42	81	2860	2003
Greenville	43	82	2635	2246
Hattiesburg	48	81	2027	2338
Jackson	46	82	2389	2290
Meridian	46	81	2479	2158
Vicksburg	47	82	2201	2306

DEVELOPMENT COUNSELORS:

State Development Agency

McDonald, Gerald L., Exec. Dir.
Mississippi Dept. of Econ. Dev.
P.O. Box 849
Jackson, 39205
601/359-3449

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Columbus
Ross, Pat S., Asst. Admin.
Tennessee-Tombigbee Waterway Dev. Authority
P.O. Drawer 671, 39703
601/328-3286

Gulfport
Newcomb, Leslie, Exec. Dir.
Southern Miss. Plng. & Dev. Dist.
102-32nd Ave., 39501
601/868-2311

Wingo, Perry B., Exec. Dir.
Harrison Cty. Dev. Cmsn.
P.O. Box 569, 39502
601/863-3807

Hernando
Brown, James L., Exec. Dir.
DeSoto Cty. Econ. Dev. Council
38632
601/368-4414

Rhodes, Jack R., Ind. Dev. Dir.
Electric Power Assn. of Miss.
P.O. Box 7897, 39204
601/922-2341

Laurel
Pazahanick, Andrew W., Pres., Exec. Dir.
Econ. Dev. Auth. of Jones Cty.
P.O. Box 527, 39441
601/649-3031

Newton
Ward, Richard T., Exec. Dir.
Mid-Miss. Dev. District
P.O. Box 119, 39345
601/683-2091

Oxford
Everett , Douglas M., Exec. Dir.
Oxford-Lafayette Cty. Cham. of Comm.
P.O. Box 147, 38655
601/234-4651

Vicksburg
Heidel, James B., Exec. V.P.
Vicksburg/Warren Cty. Chamber of Comm., Port & Econ. Dev. Fdtn.
P.O. Box 709, 39180
601/636-1012

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STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Free port law
- Investment tax credit

Tax rates:
- Corp. income tax .....6% net earnings
- Personal income tax none on personal income or payroll tax on wages & salaries
- Sales tax.....5½% + 1-2¼% local
- Incorporation tax..same as 2¼ corporate income tax
- Franchise tax.....25¢/$100
- Inventory tax.....none
- Gasoline tax.....$.12/gal.

Advanced education facilities:
- Four-year colleges & universities 44
- Two-year or junior colleges.....16
- Vocational & business schools.....29

Medical facilities:
- Hospitals ..... 200 approx.
- Clinics.....NA

Labor analysis:
- Civilian labor force.....2,223,000 (1984 avg.)
- Public high school graduates 47,470 (1984)

For additionnal labor market information, contact Dept. of Employ. Security, Rm. 536, Cordell Hull State Office Bldg., Nashville, TN 37219, 615/741-2131

Environment Controls:

Air pollution Air Pollution Control, Tennessee Dept. of Public Health, 150 Nineth Ave., N., Nashville, 37219, 615/741-3931

Water pollution: Water Quality Control, Tennessee Dept. of Public Health, 150 Nineth Ave., N., Nashville, 37219, 615/741-2275

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
TENNESSEE	4,590.8	4,759.9
Chattanooga	169.6	167.5
Clarksville	54.8	58.6
Cleveland	26.4	NA
Columbia	25.8	NA
Hendersonville	26.6	NA
Jackson	49.1	51.0
Johnson City	39.8	44.6
Kingsport	32.0	32.1
Knoxville	183.1	173.1
Memphis	646.4	649.0
Murfreesboro	32.8	36.6
Nashville-Davidson	455.7	459.2
Oak Ridge	27.7	27.9

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	—Thousands—	
Chattanooga, TN/GA	426.5	433.6
Clarksville-Hopkinsville, TN/KY	150.2	155.5
Johnson City-Kingsport-Bristol, TN/VA	433.6	446.7
Knoxville	566.0	591.3
Memphis, TN/AR/MS	912.9	927.2
Nashville-Davidson	850.5	889.8

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
TENNESSEE		
486.4	41.2	8.27
Chattanooga		
44.0	41.7	7.48
Knoxville		
49.0	41.1	8.87
Memphis		
52.2	43.2	8.78
Nashville		
86.2	40.4	9.17

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
TENNESSEE		
2,281.7	169.4	7.4
Chattanooga		
206.1	13.5	6.6
Johnson City-Kingsport-Bristol		
207.3	14.4	6.9
Knoxville		
259.6	17.8	6.9
Memphis		
442.4	27.0	6.1
Nashville		
501.9	21.6	4.3

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Chattanooga TN/GA 9/85	Memphis TN/AR/MS 11/84
Office, professional, & technical		
Payroll clerks	$ 6.97	6.81
Accounting clerks	6.48	6.25
File clerks	5.11	6.18
Typists	NA	7.58
Key entry operators	6.30	6.16
Secretaries	8.31	7.81
Stenographers	NA	NA
Switchbd opr-recept's	5.93	5.29
Drafters	8.70	8.63
Electronics technicians	10.01	10.16
Computer operators	7.83	7.83
Computer programmers	12.15	9.84
Computer systems analysts	17.76	14.20
Maintenance & powerplant		
Carpenters	NA	11.38
Electricians	10.60	12.90
Engineers, stationary	NA	12.77
Machinists	9.74	11.74
Mechanics (machinery)	10.62	12.03
Tool & die makers	NA	12.07
Custodial & material movement		
Guards	4.65	4.40
Janitors, porters & cleaners	4.57	4.06
Laborers, mat'l hdlg	6.80	6.88
Shippers & receivers	6.80	7.66
Truckdrivers	8.76	8.24
Forklift operators	7.54	8.52

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
1,809.0	NA	NA
MANUFACTURING		
497.6	40.9	7.93
DURABLE GOODS		
237.7	41.1	8.28
Lumber & wood prods.-SIC 24		
18.9	39.7	5.57
Furniture & fixtures-SIC 25		
24.8	39.2	6.58
Stone, clay, & glass prods.-SIC 32		
14.5	44.5	10.14
Primary metal industries-SIC 33		
16.6	41.5	10.33
Fabricated metal products-SIC 34		
38.4	41.5	8.92
Machinery, except electrical-SIC 35		
37.1	NA	NA
Electric & electronic equipment-SIC 36		
39.6	NA	NA
Transportation equipment-SIC 37		
28.6	NA	NA
Instruments & related products-SIC 38		
8.9	41.6	7.58
Misc. mfg. industries-SIC 39		
10.3	NA	Na
NONDURABLE GOODS		
259.9	40.6	7.57
Food & kindred products-SIC 20		
36.7	39.6	7.94
Tobacco manufactures-SIC 21		
1.5	NA	NA
Textile mill products-SIC 22		
25.6	40.7	6.06
Apparel & other textile prods.-SIC 23		
68.9	37.7	5.01
Paper & allied products-SIC 26		
17.8	44.6	10.04
Printing & publishing-SIC 27		
30.7	NA	NA
Chemicals & allied products-SIC 28		
41.6	41.6	9.66
Petroleum & coal prods.-SIC 29		
0.8	NA	NA
Rubber & misc. plastics prods.-SIC 30		
22.7	44.0	9.04
Leather & leather prods.-SIC 31		
13.7	39.2	5.81

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Chattanooga 3, 4, 12-14, 16, 19, 25, 28, 30
Clarksville 4, 27
Cleveland 3 (Chattanooga)
Columbia 4 (Nashville)
Hendersonville 4 (Nashville)
Jackson 2, 4, 8

Johnson City 3, 4 (13, 14, 16, 25, 26, 30, 33 through Tri-City)
Kingsport 3, 4 (13, 14, 16, 25, 26, 30, 33 through Tri-City)
Knoxville 3, 4, 12-15, 25, 28, 30, 32, 33
Memphis 1-8, 10-14, 17, 20, 21, 23, 25, 28, 29, 31-33
Murfreesboro 4 (Nashville)
Nashville-Davidson 4, 8-10, 12-14, 18, 20, 22-25, 27, 28, 30-33
Oak Ridge 4 (Knoxville)

Railroads

1. Burlington Northern R.R. Co.
2. Illinois Central Gulf R.R. Co.
3. Norfolk Southern Corp.
4. Seaboard System Railroad
5. St. Louis Southwestern Rwy Co.
6. Union Pacific System

Airlines

7. Air Atlanta
8. Air Midwest
9. Allegheny Commuter
10. American
11. Britt Airways
12. Delta
13. Delta Connection
14. Eastern
15. Eastern Atlantis Express
16. Eastern Metro Express
17. Flight Line
18. Florida Express
19. Metro Airlines
20. Ozark Air Lines
21. Ozark Midwest
22. Pan American
23. Pan Am Express
24. People Express
25. Piedmont
26. Piedmont Regional
27. Prime Air
28. Republic
29. Republic Express
30. Tennessee Airways
31. TWA
32. United
33. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Chattanooga — 1e, 2g
Clarksville — 3eg, 4g
Cleveland — 5e, 2g
Columbia — 6e, 18g
Hendersonville — 13e, 14g
Jackson — 7eg
Johnson City — 8e, 17g
Kingsport — 9e, 17g
Knoxville — 10eg
Memphis — 11eg
Murfreesboro — 12e, 18g
Nashville-Davidson — 13e, 14g, 18g
Oak Ridge — 15e, 16g

1. Chattanooga Elec. Power Bd.
   537 Cherry St., Chattanooga 37402
2. Chattanooga Gas Co.
   811 Broad St., Chattanooga 37402
3. Clarksville Dept. of Elec.
   2021 Guthrie Hwy, Box 1007
   Clarksville 37041-1007
4. Clarksville Gas Dept.
   104 Public Square, Clarksville 37040
5. Cleveland Utilities
   2450 Guthrie Dr. N.W., Box 2730,
   Cleveland 37311
6. Columbia Power System
   201 Pickens La., Box 379, Columbia 38401
7. Jackson Utility Division
   119 E. College, P.O. Box 68, Jackson 38302-0068
8. Johnson City Power Bd.
   100 N. Roan St., Box 1636, Johnson City 37601
9. Kingsport Power Co.
   422 Broad St., Kingsport 37660
10. Knoxville Utilities Bd.
    626 S. Gay St., Box 1951, Knoxville 37901-1951
11. Memphis Light, Gas & Water Div.
    220 S. Main St., Box 430, Memphis 38101
12. Murfreesboro Electric Dept.
    225 N. Walnut St., Box 9
    Murfreesboro 37133
13. Nashville Electric Service
    1214 Church St., Nashville 37246
14. Nashville Gas Co.
    814 Church St., Nashville 37203
15. Oak Ridge Electrical Div.
    Box 1, Oak Ridge 37830
16. Oak Ridge Utility Dist. (Gas)
    101 Bus Terminal Rd., Box 449, Oak Ridge 37831-449
17. Tennessee-Virginia Energy Corp.
    108 W. 10th Ave., Johnson City 37601
18. United Cities Gas Co.,
    1200 Parkway Towers, Nashville 37219

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☐ Memphis ☐ Nashville
☐ Knoxville ☐ Chattanooga
Advantages for distribution warehousing facilities
☐ Memphis ☐ Nashville
☐ Knoxville ☐ Chattanooga

Your Name _____
Company _____
Address _____
City _____
State _____ Zip _____

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Chattanooga	39	79	3583	1578
Clarksville	36	79	4014	1514
Jackson	37	79	3707	1625
Knoxville	38	78	3658	1449
Memphis	40	82	3207	2067
Murfreesboro	38	79	3734	1573
Nashville	37	79	3756	1661
Oak Ridge	37	77	4006	1294

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	1,290	34,424
Gem stones	NA	5
Phosphate rock — thou. metric tons	1,400	35,000
Sand & gravel:		
Construction	5,900	18,300
Industrial	620	7,350
Stone:		
Crushed	35,700	124,000
Dimension	7	1,097
Zinc — metric tons (recov. cont. of ores, etc.)	121,600	128,680
Combined value of barite, cement, copper, lime, pyrites, and silver		112,368
Total 1984 (preliminary)		461,224

* thousand short tons except as noted

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Jackson Area Chamber of Commerce
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DEVELOPMENT COUNSELORS:

State Development Agency

Long, William H., Cmsr.
Von Cannon, Theodore, Dpty. Cmsr.
Dept. of Econ. & Comm. Dev.
Rachel Jackson Bldg., 8th Fl.
320 6th Ave. North
Nashville, 37219-5308
615/741-1888
1-800/251-8594 toll free

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Blountville
Fesmire, James W., Exec. Dir.
Bristol-Kingsport Sullivan Cty. Ind. Commission
P.O. Box 1019, Tri-City Reg. Airport 37617
615/323-5151

Jackson
Crain, Don
Econ. Dev. Coordinator
Jackson Area Cham. of Comm.
P.O. Box 1904, 38302
901/423-2200

Kingston
Carter, Thomas, Ind. Cmsr.
Ind. Dev. Bd. of Roane Cty.
P.O. Box 581, 200 Race St., 37763
615/376-5547

Knoxville
Attaway, William R., Ind. Dev. Rep.
Tenn. Valley Auth.
3B3 Old City Hall, 37902
615/632-6867

Loudon
Iddins, Bart, Exec. Dir.
Loudon Cty. Ind. Dev. Comm.
P.O. Box K, 37774
615/458-4378

Manchester
Harmon, Ken, Exec. Dir.
Ind. Bd. of Coffee Cty.
300 Hillsboro Hwy., Box 12, 37355
615/728-3887

Maryville
Dunavant, Bill, C.E.O.
Blount Cty. Ind. Dev. Bd.
309 S. Washington St., 37801
615/983-7715

Memphis
Stockton, Clifford
Memphis Area Chamber of Comm.
P.O. Box 224-D, 38101
800/238-1200

Nashville
Harris, Fred H., Econ. Dev. Dir.
Nashville Chamber of Comm.
161 4th Ave. N., 37219
615/259-3900

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- NEBRASKA
- NORTH DAKOTA
- SOUTH DAKOTA

Regional Review

Last year could have been better in the nation's farm belt. Farm debts continued to mount, land values continued to drop, and business failures (mainly agricultural) were up dramatically.

Although the region is having difficulties right now, the climate for business is good, and experts believe an economic turnaround is inevitable. The area has low wages, abundant natural resources, well-developed commercial cities, and convenient transportation. This, along with the national trend away from metropolitan areas, should bring people and businesses back into the region through the end of the decade.

Iowa. Uncle Sam helped Iowa bankers in 1985. The U.S. Department of Labor authorized a $500,000 grant in November 1985 to aid the state's farmers and their families who were forced out of farming due to foreclosure, bankruptcy, or the inability to raise capital. The funds were authorized by the Job Training Partnership Act and handled by the Iowa Office for Planning and Programming.

Outside of the agricultural sector, employment increased 2.1% in finance, insurance, and real estate; 0.8% in services; and 1.1% in government for the period Sept. 1984 to Sept. 1985. Overall nonagricultural employment declined 0.8%.

In the state's two largest cities new commercial construction is on the rise. Building permits issued for the first half of 1985 increased 81.1% and 47.8% in Cedar Rapids and Des Moines respectively.

Kansas. In 1985 wholesale/retail trade was Kansas's main industry, employing 25% of the labor force. The service industry was next with nearly 20%, followed by government with 19% and manufacturing with nearly 18%. Of these

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the services sector registered the largest increase in employment, jumping 4.7%. Unemployment in the state was 4.4% in Sept. 1985, which tied for the 8th lowest rate in the country.

Incentives for new business in Kansas include the Job Expansion and Investment Credit Act, which allows a tax credit to qualified business for up to 10 years. Along with this act, the Enterprise Zone Act allows expanded credit to companies locating in zone areas.

Minnesota. In the early 1980s Duluth initiated a unique program to find businesses interested in selling, buy them, and move them to Duluth. The city raised $2.7 million in stocks, and, in the fall of 1984, two small businesses were purchased bringing 50 new jobs to the city. This aggressive pursuit of new business set a precedent, and other cities in the U.S. are now following suit.

Elsewhere in the state, a new foreign trade zone was established in August 1985 encompassing the cities of St. Paul, Minneapolis, and Bloomington—the first zone in the country to involve three communities. The Greater Metropolitan Foreign Trade Zone, as it will be called, will allow manufacturers in selected areas to store merchandise and equipment without paying excise taxes.

Overall employment in the state rose 2% in 1985. Unemployment was at 5.2% as of Sept. 1985. New business incorporations were up 1%, and the population increased nearly 1%.

Missouri. The state is the home of the largest color-television assembly plant; the first-, second-, and third-largest baking companies; and the largest biotechnology research center in the country. In addition, McDonnel Douglas, Anheuser-Busch, Ralston Purina, Monsanto, and General Dynamics all have their headquarters in Missouri.

As the above companies illustrate, manufacturing (comprising 21% of the nonagricultural work force), wholesale and retail trade (24% of the work force), and services (21.9% of the work force) are the state's largest sectors. In 1985 only manufacturing showed a drop in employment, while services and wholesale and retail trade increased about 1%.

Three of the four largest cities in the state had increases in building permits in 1985: 127.7% in Springfield, 61.4% in Kansas City, and 7% in St. Louis. The decrease was in Independence, where building permits dropped 12.4%.

Nebraska. The fourth-best climate for business nationally in 1984 was in Nebraska, according to a study conducted by Alexander Grant and Company. Of the categories evaluated for the study, the state's most impressive showing was in its percent of high-school educated adults: 87.97% in Nebraska versus 78.94% nationally.

The wholesale and retail trade sector employed the largest percent of the nonagricultural work force with 25% in 1985. Services was next with 23%, and government was third with 21%. As of Sept. 1985 manufacturing and construction had decreased 3% and 6.25% respectively.

In the state's two largest cities, the numbers of building permits were up and down. In Lincoln the news was good: 6.7% more permits were issued in the first six months of 1985 over 1984. In Omaha, though, they were down 1.7%.

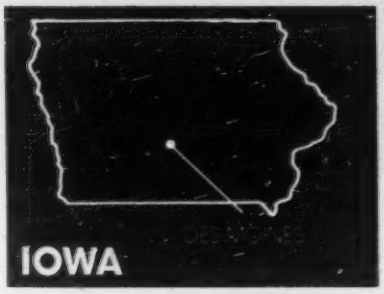
North Dakota. From 1980 to 1985 the state's population increased 6% while the West North Central region grew only 2.2%. This could be reflected in Nebraska's second-place ranking in Alexander Grant and Company's survey of U.S. general manufacturing climates.

Nonagricultural employment in the state was centered around services, wholesale and retail trade, and government sectors in 1985, all of which grew. Decreases occurred in the mining, transportation, and utilities sectors, possibly because of falling energy prices.

According to economists at the Federal Reserve Bank of Minneapolis, Nebraska's nonfarm economy is expected to accelerate slowly in 1986, moderately sharing in the fast growth expected in the rest of the nation. Employment growth is expected to continue at two-thirds its average rate.

South Dakota. The coveted first-place spot in Alexander Grant and Company's 1985 study was captured by South Dakota. According to the study, the state has taken "extraordinary measures to make itself attractive to business." One example of these measures was the recent descending of all 105 members of the state legislature on Washington to lobby for farmers' concerns.

In the Grant study, the state ranked first in lowest state debt per capita ($210 versus $740.77 nationally), first in 3-year percentage change in manufacturing wages (12% versus 21.98% nationally), first in lowest union manufacturing employment (3.9% versus 21.0% nationally), first in percentage change in unionization (down 29.40% over a 2-year period), first in the number of man hours lost in manufacturing due to work stoppages (none), and first in energy costs per million BTUs ($2.77 versus $4.92 nationally).□



STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Bonds for warehousing
- Bonds for co. headquarter facilities
- Aid for job training
- Loans through Iowa Bus. Dev. Credit Corp. and Iowa Bus. Growth Co.
- Venture Capital through Iowa Prod. Dev. Corp. & InvestAmerica

Tax rates:
- Corporate income tax .....6-12% Iowa sales only 50% of federal tax paid is exempt from corporate income tax from sales outside Iowa. Iowa has adopted the Federal Accelerated Cost Recovery System.
- Personal income tax ..... ½%-13%, indexed for inflation
- Sales tax.....4%
- Incorporation tax.....$15-$3,010

Advanced education facilities:
- State universities 3
- Private colleges.....27
- Area vocational & community colleges.....15
- Four-year colleges & universities 40
- Two-year or junior colleges.....16
- Vocational & business schools.....NA

Medical facilities:
- Hospitals 139
- Clinics.....NA

Labor analysis:
- Civilian labor force.....1,422,000
- High-school grads.....1,216,146
- Mfg. workers in unions.....244,000

For additional labor market information, contact Job Service of Iowa, 1000 E. Grand Ave., Des Moines, IA 50319, 515/281-5387

Environment controls:

Air & water pollution: Stephen Ballou, Exec. Dir., Water, Air & Waste Mgt., Wallace State Office Bldg., Des Moines, 50319, 515/281-8691

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
IOWA	2,913.4	2,941.3
Ames	45.8	46.2
Bettendorf	27.4	NA
Burlington	29.5	NA
Cedar Falls	36.3	35.7

Cedar Rapids	110.2	109.7
Clinton	32.8	NA
Council Bluffs	56.4	56.2
Davenport	103.3	104.1
Des Moines	191.0	190.5
Dubuque	62.3	61.4
Fort Dodge	29.4	NA
Iowa City	50.5	51.3
Marshalltown	26.9	NA
Mason City	30.1	NA
Ottumwa	27.4	NA
Sioux City	82.0	81.0
Waterloo	76.0	75.0

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	—Thousands—	
Cedar Rapids	169.8	171.4
Davenport-Rock Island, Moline, IA/IL	384.0	388.3
Des Moines	368.0	380.5
Dubuque	93.7	93.7
Iowa City	81.7	85.7
Omaha, NE/IA	585.0	608.7
Sioux City, IA/NE	117.5	118.0
Waterloo-Cedar Falls	162.8	163.5

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
IOWA		
206.5	41.2	10.26
Cedar Rapids		
21.5	40.6	11.26
Des Moines		
22.1	41.0	11.89
Dubuque		
12.1	40.8	11.65
Sioux City		
10.1	42.7	8.54

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
IOWA		
1,406.4	94.2	6.7
Cedar Rapids		
83.3	5.6	6.7
Des Moines		
196.3	11.5	5.8
Dubuque		
42.3	3.2	7.5
Iowa City		
51.0	1.3	2.6
Sioux City		
54.3	4.0	7.4
Waterloo-Cedar Falls		
69.9	10.0	14.3

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Davenport Rock Island, Moline, IA/IL 2/85
Office, professional, & technical	
Payroll clerks	$ 9.56
Accounting clerks	9.48
File clerks	6.62
Typists	9.85
Key entry operators	8.97
Secretaries	11.16
Stenographers	11.40
Switchbd opr-recept's	6.23
Drafters	11.02
Electronics technicians	12.24
Computer operators	10.59
Computer programmers	14.66
Computor systems analysts	20.25
Maintenance & powerplant	
Carpenters	13.90
Electricians	14.25
Engineers, stationary	14.59
Machinists	13.43
Mechanics (machinery)	14.17
Tool & die makers	15.02
Custodial & material movement	
Guards	7.04
Janitors, porters & cleaners	7.06
Laborers, mat'l handling	9.87
Shippers & receivers	10.14
Truckdrivers	11.22
Forklift operators	11.79

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
1,062.4	NA	NA
MANUFACTURING		
210.9	40.2	10.25
DURABLE GOODS		
123.3	40.5	10.51
Lumber & furniture-SIC 24		
8.9	37.6	8.55
Stone, clay & glass-SIC 32		
4.4	42.8	9.83
Primary metal industries-SIC 33		
8.0	44.1	11.28
Fabricated metal products-SIC 34		
16.3	40.4	8.82
Machinery, except electrical-SIC 35		
46.2	41.1	12.57
Electric & electronic equipment-SIC 36		
20.2	39.1	9.88
Transportation equipment-SIC 37		
9.9	41.3	8.03
NONDURABLE GOODS		
87.6	39.8	9.90
Food & kindred products-SIC 20		
41.8	39.4	9.62
Apparel & other textile prods.-SIC 23		
4.2	34.8	5.83
Paper & allied products-SIC 26		
3.6	41.1	9.06
Printing & publishing-SIC 27		
18.0	38.8	10.62
Chemicals & allied products-SIC 28		
6.7	42.1	11.42
Rubber & misc. plastics prods.-SIC 30		
11.7	43.0	11.16

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Ames 2 (Des Moines)
Bettendorf 1, 4 (Moline, IL)
Burlington 1, 14
Cedar Falls 2, 3 (Waterloo)
Cedar Rapids 2, 3, 10, 14, 16, 19, 22, 24, 26

CLINTON, IOWA

RIGHT IN THE HEART OF MID-AMERICA

Conveniently and profitably serving Chicago, Midwest and Eastern markets

1956 was the year the A.C. Nielsen Co. established a facility and successfully developed the coupon redemption concept in Clinton, Iowa. This successful operation now employs nearly 1,000 people and redeems many, many millions of coupons each year.

If you have a new product or a new concept, consider Clinton, Iowa as a receptive place to locate and grow in the easternmost point of Iowa. Our people and work force will insure success and profits. Please contact in confidence:

Clinton Area Development Corporation
217 Fifth Avenue South, Suite 209
P.O. Drawer 229 • Clinton, Iowa 52732
(319) 242-4536

Circle 65 on Brochure Service Card

PERSPECTIVES

KANSAS

In Kansas, good business means working together. We are a "Right-to-Work" state, guaranteed by our constitution. Less than 10% of the state's manufacturing work force belongs to a labor union, and membership is declining at a rate faster than the national average. Kansas ranks among the nation's leaders in the least amount of time lost due to work stoppages.

Just ask the people who live and work here. They'll tell you they are proud and satisfied to hang their hats on Kansas' good business relations. For a better perspective on how Kansas can contribute to your success, contact:

Roger Christianson, Director, Industrial Development,
Kansas Department of Economic Development,
400 W. 8th, Suite 500, Topeka, KS 66603 (913) 296-3483.

Circle 67 on Brochure Service Card

Clinton 1, 2, 4, 17
Council Bluffs 1-5, 7, 8 (Omaha, NE)
Davenport 1, 2, 8 (Moline, IL)
Des Moines 1, 4, 6, 8, 9, 11, 12, 15-17, 19, 22-26
Dubuque 1, 3, 4, 10, 24
Fort Dodge 2, 3, 17, 18, 21
Iowa City 1, 4, 8 (Cedar Rapids)
Marshalltown 2 (Des Moines)
Mason City 2, 4, 17, 18, 21
Ottumwa 1, 4, 17
Sioux City 1-3, 16, 18, 21-23, 26, 27
Waterloo 2, 3, 10, 13, 20, 22

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western System
3. Illinois Central Gulf R.R. Co.
4. Milwaukee Road
5. Missouri-Kansas-Texas R.R. Co.
6. Norfolk Southern Corp.
7. Union Pacific R.R. Co.
8. Iowa Interstate R.R. Ltd.

Airlines

9. Air Midwest
10. Air Wisconsin
11. America West
12. American
13. Aspen Airways
14. Britt Airways
15. Eastern Air Midwest
16. Frontier Airlines
17. Great Lakes Aviation
18. Mesaba Aviation
19. Midstate Airlines
20. Midwest Aviation
21. Northwest Airlink
22. Ozark Air Lines
23. Republic
24. Tennessee Airways
25. TWA
26. United
27. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Ames — 1e, 4g
Bettendorf — 6eg
Burlington — 9eg
Cedar Falls — 2eg
Cedar Rapids — 4e, 6g
Clinton — 3eg
Council Bluffs — 7e, 10g
Davenport — 6eg
Des Moines — 7e, 5g
Dubuque — 3e, 10g
Fort Dodge — 6eg
Iowa City — 6eg
Marshalltown — 4eg
Mason City — 3eg
Ottumwa — 9e, 6g
Sioux City — 8eg
Waterloo — 8eg, 11g

1. Ames Electric System
   5th & Carroll, Ames 50010
2. Cedar Falls Utilities
   612 E. 12th St., Cedar Falls 50613
3. Interstate Power Co.
   1000 Main St., Dubuque 52001
4. Iowa Elec. Light & Power Co.
   Tower, 200 1st St. S.E., Cedar Rapids 52401
5. Iowa Gas Co.
   P.O. Box 10410, Des Moines 50306
6. Iowa-Illinois Gas & Electric Co.
   206 E. 2nd St., Box 4350, Davenport 52808
7. Iowa Power & Light Co.
   666 Grand Ave., Box 657, Des Moines 50303
8. Iowa Public Service Co.
   401 Douglas St., Box 778, Sioux City 51102
9. Iowa Southern Utilities Co.
   300 E. Sheridan Ave., Centerville 52544
10. Peoples Natural Gas Co.
    25 Main Pl., Council Bluffs 51501
11. Waterloo Municipal Gas System
    104 W. 4th St., Waterloo 62298

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	40	3,740
Portland	1,700	91,800
Clays	603	2,958
Gem stones	NA	1
Gypsum	1,789	14,770
Sand & gravel (construction)	14,000	38,500
Stone (crushed)	26,000	103,000
Combined value of lime and stone (dimension, 1983)		4,918
Total 1984 (preliminary)		259,687

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Ames	17	74	6874	792
Cedar Rapids	19	74	6671	828
Clinton	20	74	6482	872
Des Moines	19	76	6554	1019
Dubuque	16	72	7375	580
Fort Dodge	16	74	7175	785
Iowa City	20	75	6376	968
Marshalltown	17	74	7013	761
Mason City	13	72	7666	655
Sioux City	16	76	6947	940
Waterloo	14	73	7537	667

DEVELOPMENT COUNSELORS:

State Development Agency

Chartier, Don, Dir.
Iowa Dev. Cmsn.
600 E. Court Ave.
Des Moines, 50309
515/281-3251

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Burlington
Fulknier, Clayton W., Exec. Dir.
Burlington Area Dev. Corp.
P.O. Box 1024, 52601
319/752-2320

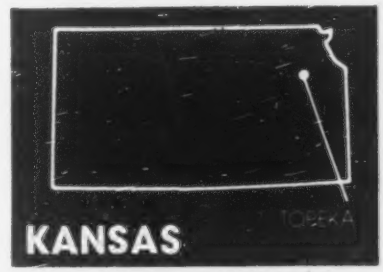
Cedar Rapids
Caldwell, Ken, Econ. Dev. Dir.
Cedar Rapids/Marion Area Chamber of Comm.
424 1st Ave. N.E.,
P.O. Box 4860, 52407
319/398-5317

Clinton
Director
Clinton Area Dev. Corp.
P.O. Drawer 229, 52732
319/242-4536

Des Moines
Threlkeld, Mark D., Econ. Dev. Dir.
Gtr. Des Moines Chamber of Comm. Federation
800 High St., 50307
515/286-4978

Sioux City
Ivarsen, Glenn, Area Dev. Mgr.
Iowa Public Service Co.
P.O. Box 778, 51102
712/277-7710

Waterloo
Wade, Donald F., Dir.
Black Hawk Cty. Econ. Dev. Committee, Inc.
Russell Lamson Bldg., Ste. N209
W. Fifth St., 50701
319/235-0311



STATE INFORMATION:

Financial assistance to industry:
Right-to-work law
IRBs for land, buildings, & equip.
Industrial job training program
Inventory, property, & sales tax exemptions
Income tax credits
Enterprise zone incentives
Foreign trade zone

Tax rates:
Corporate income tax ..... 4.5% plus 2.25% surtax on net income in excess of $25,000
Personal income tax 2%-9%
Sales tax 3%
Incorporation tax ..... $75 fee for domestic corps.; $95 fee for foreign corps.
Franchise tax ..... $20-$2,500
Gasoline tax ..... $.11/gal.

Advanced education facilities:
Four-year colleges & universities 24
Two-year or junior colleges 23
Vocational & technical schools 16

Medical facilities:
Hospitals 160
Clinics ..... NA

Labor analysis:
Civilian labor force 1,263,838
High school graduates 26,730
For additional labor market information, contact Fred Rice, Research & Analysis Section, Dept. of Human Resources, 401 Topeka Blvd., Topeka, KS 66603, 913/296-5058

50% OFF ELECTRIC POWER!

Industrial Customers:

Expand your present plant or build a new one in south central or southeast Kansas and earn a 50% DISCOUNT on the demand portion of your electric bill your first year. Meet the minimum requirements of our new Industrial Development Rider and discounts continue through your fifth year of operation.

Kansas is a great place for business, with center-of-our-nation location, a Right-to-Work labor pool, and a cherished quality of life. Building or expanding here, contracting for more than 20 kilowatts of new load, and creating new jobs qualifies for our new industrial discount. It's an unbeatable combination.

For complete information and calculation sheet, contact Howard Fox, Area Development Dept., KG&E, The Electric Company, Box 208, Wichita, KS 67201. Phone (316) 261-6592. Call toll free from outside Kansas: 1-800-527-2495.

KGE
THE ELECTRIC COMPANY

The Innovators. Serving Southeast and South Central Kansas.

Circle 68 on Brochure Service Card

Environment controls:

Air & water pollution: Sharad Bhatia, Dir., Environ. Div., Dept. of Health & Environ., Bldg. 740, Forbes Field, Topeka, 66620, 913/862-9360

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
KANSAS	2,363.2	2,448.0
Emporia	25.3	NA
Hutchinson	40.3	41.7
Kansas City	161.1	157.4
Lawrence	52.7	55.5
Leavenworth	33.7	34.9
Manhattan	32.6	NA
Olathe	37.3	47.8
Overland Park	81.8	89.7
Salina	41.8	43.3
Shawnee	29.7	NA
Topeka	115.3	118.7
Wichita	279.3	281.8

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	—Thousands—	
Kansas City, MO/KS	1,433.0	1,473.1
Lawrence	67.6	71.4
Topeka	154.9	159.1
Wichita	411.3	428.2

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
KANSAS		
177.0	40.0	9.53
Topeka		
9.2	41.3	10.97
Wichita		
56.1	39.2	9.86

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
KANSAS		
1,263.8	55.5	4.4
Lawrence		
38.1	1.1	3.0
Topeka		
87.9	4.1	4.7
Wichita		
237.5	12.0	5.1

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Wichita 4/85	Kansas City MO/KS 9/85
Office, professional & technical		
Payroll clerks	$ 7.99	8.33
Accounting clerks	7.84	8.00
File clerks	6.48	5.70
Typists	6.77	6.38
Key entry operators	7.54	7.14
Secretaries	9.76	8.78
Stenographers	9.55	10.18
Switchbd opr-recept's	5.84	6.11
Drafters	12.01	10.09
Electronic technicians	11.91	13.16
Computer operators	9.56	9.39
Computer programmers	11.19	12.32
Computer systems analysts	14.72	14.96
Maintenance & powerplant		
Carpenters	12.02	12.97
Electricians	13.22	13.76
Engineers, stationary	12.88	13.06
Machinists	NA	14.64
Mechanics (machinery)	11.88	12.23
Tool & die makers	13.98	14.46
Custodial & material movement		
Guards	6.72	5.33
Janitors, porters, & cleaners	5.36	5.93
Laborers, material handling	7.79	9.65
Shippers & receivers	7.62	9.07
Truckdrivers	9.78	11.65
Forklift operators	NA	10.86

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
960.5	NA	NA
MANUFACTURING		
176.5	40.2	9.40
DURABLE GOODS		
105.4	40.4	9.57
Stone, clay, & glass prods.-SIC 32		
7.1	NA	NA
Primary metal industries-SIC 33		
3.2	NA	NA
Fabricated metal products-SIC 34		
11.2	37.2	7.47
Machinery-SIC 35		
28.3	39.2	8.50
Transportation equipment-SIC 37		
44.4	42.5	11.26
NONDURABLE GOODS		
71.1	39.9	9.16
Food & kindred products-SIC 20		
26.0	40.6	8.39
Apparel & other textile prods.-SIC 23		
3.6	36.2	4.99
Printing & publishing-SIC 27		
18.1	NA	NA
Chemicals & allied products-SIC 28		
8.2	NA	NA
Petroleum & coal prods.-SIC 29		
3.3	42.3	12.66

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Emporia 1 (Topeka)
Hutchinson 1, 7-9
Kansas City 1-8 (Kansas City, MO)
Lawrence 1, 8 (Topeka)
Leavenworth 1-3, 8 (Kansas City, MO)
Manhattan 8, 9, 12
Olathe 1, 2 (Kansas City, MO)
Overland Park (Kansas City, MO)
Salina 1, 5, 8, 9, 12
Shawnee (Kansas City, MO)
Topeka 1, 5, 7-9, 12, 14, 15
Wichita 1, 2, 5, 8-11, 13-19

Railroads

1. Atchison, Topeka & Santa Fe Rwy.

2. Burlington Northern R.R. Co.
3. Chicago & North Western System
4. Kansas City Southern Railway Co.
5. Missouri-Kansas-Texas R.R. Co.
6. Norfolk Southern Corp.
7. St. Louis Southwestern Railway Co.
8. Union Pacific System

Airlines

9. Air Midwest
10. American
11. America West
12. Capitol Air Service
13. Continental
14. Eastern
15. Eastern Air Midwest
16. Frontier Airlines
17. Republic
18. TWA
19. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Emporia — 5eg
Hutchinson — 5eg, 1g, 7g
Kansas City — 2e, 7g
Lawrence — 5e
Leavenworth — 5eg, 8g
Manhattan — 5eg
Olathe — 3e, 8g
Overland Park — 3e, 7g, 8g
Salina — 5eg
Shawnee — 3e, 7g
Topeka — 5e, 7g
Wichita — 4e, 7g

1. Arkansas Louisiana Gas Co.
   525 Milam, Shreveport, LA 71151
2. Kansas City Bd. of Pub. Utilities
   700 Minnesota Ave., Kansas City 66101
3. Kansas City Power & Light Co.
   1330 Baltimore Ave., Kansas City, MO 64105
4. Kansas Gas and Elec. Co.
   201 N. Market St., Box 208, Wichita 67201
5. Kansas Power & Light Co.
   818 Kansas Ave., (Box 889) Topeka 66612 (66601)
6. Kansas Public Service Co.
   110 E. 9th, Lawrence 66044
7. KPL Gas Service
   818 Kansas Ave., Box 889, Topeka 66601
8. Union Gas System, Inc.
   122 W. Myrtle, Independence 67301

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	669	4,499
Gem stones	NA	1
Helium — mill. cubic ft.:		
Crude	355	7,100
Grade-A	825	30,938
Salt (excl. brine)	1,680	69,624
Sand & gravel:		
Construction	11,100	24,300
Industrial	230	2,560
Stone (crushed)	13,200	48,500
Combined value of cement, gypsum, lime, pumice, salt (brine) and stone (dimension)		109,894
Total 1984 (preliminary)		297,416

* thousand short tons except as noted

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Lawrence	26	80	4819	1583
Leavenworth	27	79	5184	1355
Manhattan	27	80	5119	1525
Salina	27	81	5187	1566
Topeka	26	79	5319	1380
Wichita	30	81	4787	1684

DEVELOPMENT COUNSELORS:

State Development Agency

Christianson, Roger
Kansas Dept. of Econ. Dev.
503 Kansas Ave., 6th Floor
Topeka, 66603
913/296-3483

Railroad & Water Carriers

(See Transportation Index, page 28.)

Most cities just love to get new industry. But when the honeymoon's over, long-standing community support is reserved for the huge corporations. Small companies get a smile and a handshake.

Whether you hire five people or five-hundred makes no difference to us. We simply go to greater lengths to secure your success. And our right-to-work force is abundant, dependable and loyal to a fault. That's as good as it can get.

Many cities have good incentive proposals. So do we. We just work harder and longer to support you. We're a very considerate community and it only costs a phone call to find out how much you're appreciated.

Contact: Gene Miller
Director of Economic Development
City Hall
Concordia, KS 66901
(913) 243-7864

Circle 66 on Brochure Service Card

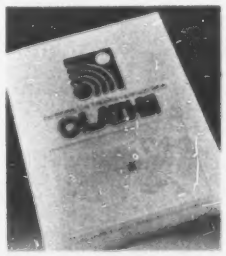
Could Your Firm Benefit From a Move?

The easiest way to find out is ask one successful suburban city what it has to offer businesses relocating there. Here's a partial list:

- **Industrial Revenue Bond Financing**
- **Investment Tax Credits**
- **Mainline Rail Sidings on 2 Routes**
- **Large inventory of rail-served property**
- **Interstate Highway Adjacency**
- **Air Freight within 5 Miles**
- **All Educational Services**
- **Abundant Utilities**
- **Full-Service City Government**
- **Country Club Living**

Olathe, Kansas—growth center of the Kansas City metro area—offers all these incentives, plus the many advantages of suburban living. It's one reason Olathe was the fastest growing city in the state in the 70's.

Olathe is county seat of a 270,000 population county that has ranked among the top economic counties nationally for decades. Reasons for its growth are contained in a new portfolio published by the city's Economic Development Committee—and you can obtain a copy by writing Box 768, Olathe, KS 66061. Or call Don Seifert at 913/782-2600.



OLATHE
The Kansas City Industrial Expansion Zone

Circle 69 on Brochure Service Card

Areas & Others

Concordia
Miller, Gene, Econ. Dev. Dir.
Cloud Cty./Concordia
City Hall, 66901
913/243-7864

Junction City
Majerus, John C., Exec. Dir.
Junction City-Geary Cty.
Econ. Dev. Cmsn.
425 N. Washington
P.O. Box 1976, 66441
913/762-1976

Kansas City
Dugan, Michael A., Pres. & CEO
Kansas City Chamber of Comm.
P.O. Box 1310, 66117
913/371-3070

Olathe
Seifert, Don
Olathe Econ. Dev. Comm.
Box 768, 66061
913/782-2600

Ottawa
Devore, Earl L., Cons./Coord.
Ottawa/Franklin Cty. Econ. Dev.
City Hall, 4th & Walnut, 66067
913/242-2190

WaKeeney
Gano, Stacy, Dir.
Trego Cty. Econ. Dev.
515 Russell, 67672
913/743-5785

Wichita
Alumbaugh, Jack E., Exec. Dir.
S. Central Kans. Econ. Dev. Dist.
River Park Pl., Ste. 565
727 N. Waco, 67203
316/262-5246
Danielson, Larry E., Econ. Dev. V.P.
Wichita Area Chamber of Comm.
350 W. Douglas, 67202
316/265-7771
Fox, Howard, Area Dev. Dir.
Kansas Gas & Electric Co.
P.O. Box 208, 67201
316/261-6592

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Small business loans
- Industrial development bonds
- Aid for job training
- Free trade zone

Tax rates:

Corporate income tax	6%-12%
Personal income tax	1%-14%
Sales tax	6% on selected items; 4% on capital equip. for new & expanding businesses
Incorp. tax	$85 filing fee for Minn. Corp.; $170 filing fee for non-Minn. corp.
Franchise tax	none
Inventory tax	none
Gasoline tax	$.17/gal.

Advanced education facilities:

Four-year colleges & universities	35
Two-year colleges	24
Vocational/technical institutes	33

Medical facilities:

Hospitals	172
Clinics	657

Labor analysis:

Civilian labor force	2,238,053
High-school grads	73.1% of pop. 89% possible in 1984

For additional labor market information, contact Dept. of Jobs & Training, 390 N. Robert St., St. Paul, MN 55101, 612/296-6791

Environment controls:

Air & water pollution: Thomas Kalitowski, Exec. Dir., Minn. Pollution Control Agency, 1935 WS County Rd., B-2, St. Paul, 55113, 612/296-7373

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
MINNESOTA	4,007.1	4,183.6
Blaine	28.6	NA
Bloomington	81.8	84.5
Brooklyn Center	31.2	NA
Brooklyn Park	43.3	50.1
Burnsville	35.7	NA
Coon Rapids	35.8	NA
Crystal	25.5	NA
Duluth	92.8	88.1
Edina	46.1	46.2
Fridley	30.2	NA
Mankato	28.7	NA
Maplewood	27.0	NA
Minneapolis	371.0	356.8
Minnetonka	38.7	NA
Moorhead	30.0	29.4
Plymouth	31.6	NA
Richfield	37.9	NA
Rochester	57.9	57.3
Roseville	35.8	NA
St. Cloud	42.6	42.3
St. Louis Park	42.9	41.9
St. Paul	270.2	265.7
Winona	25.1	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	—Thousands—	
Duluth, MN/WI	266.7	259.8
Fargo-Moorhead, ND/MN	137.6	145.9
Minneapolis-St. Paul, MN/WI	2,137.0	2,218.0
Rochester	92.0	95.4
St. Cloud	163.3	175.2

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
MINNESOTA		
383.7	40.6	10.02
Duluth		
6.7	37.5	10.08
Minneapolis-St. Paul		
259.2	40.7	10.96
St. Cloud		
10.1	39.4	9.48

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
MINNESOTA		
2,230.1	114.9	5.2
Duluth		
101.0	9.1	9.0
Minneapolis-St. Paul		
1,265.5	56.3	4.4
Rochester		
62.6	2.3	3.7
St. Cloud		
80.1	4.8	6.1

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

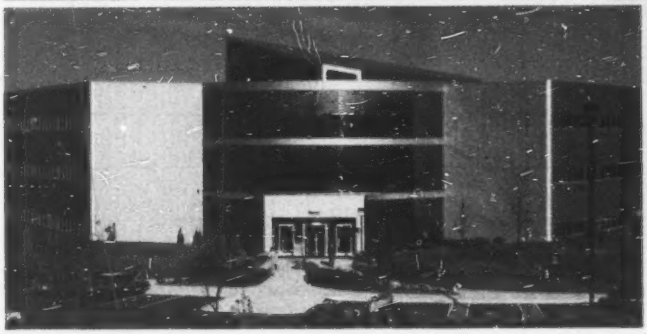
	Minneapolis-St. Paul, MN/WI 1/85
Office, professional, & technical	
Payroll clerks	$ 7.78
Accounting clerks	7.34
File clerks	5.24
Typists	6.84
Key entry operators	6.90
Secretaries	8.61
Stenographers	9.32
Switchbd opr-receptionists	6.29
Drafters	10.40
Electronics technicians	11.51
Computer operators	8.59
Computer programmers	11.87
Computer systems analysts	15.54
Maintenance & powerplant	
Carpenters	13.96
Electricians	14.73
Engineers, stationary	12.64
Machinists	14.23
Mechanics (machinery)	12.00
Tool & die makers	13.60
Custodial & material movement	
Guards	5.89
Janitors, porters & cleaners	6.26
Laborers, material handling	10.24
Shippers & receivers	8.95
Truckdrivers	12.64
Forklift operators	11.41

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
1,824.2	NA	NA
MANUFACTURING		
373.9	40.3	9.75
DURABLE GOODS		
225.3	41.3	9.89

TWELVE FIRMS LOCATED IN SAINT PAUL'S ENERGY PARK LAST YEAR...

JOIN THE LIST!



Business is booming in Energy Park. This past year the following companies joined the rapidly-growing Energy Park family investing in excess of $80 million.

- AHW Parking Ramp
- Atrium Office Building
- Burlington Housing (415 rental units)
- Children's Museum
- Energy Park Place
- Energy Park Plaza
- ETA Systems, Inc.
- Litho Specialties, Inc.
- Merrill Corporation
- Power Mation
- Purup North America
- Sunwood Inn

Yet, there are still many choice industrial and commercial sites available ranging from 2.8 up to 13 acres in size.

Here are just a few of the amenities you'll receive in Energy Park:

- Perfect location
- Five miles from St. Paul and Minneapolis C.B.D.'s
- First and only energy-efficient industrial park in North America
- All buildings served by central heating and cooling plant
- Total working/living environment (770 housing units)
- Finest and most productive work force in America
- Quality of life consistently ranks among the highest
- Standard & Poor's "A" rating on all industrial revenue bonds
- 100% financing available anywhere in St. Paul at lowest available rates

For Energy Park details — or a location anywhere in St. Paul return the coupon or call the St. Paul Port Authority.

PORT AUTHORITY OF THE CITY OF ST. PAUL
25 W. Fourth St. • Suite 1305 • St. Paul, MN 55102
612-224-5686 • Toll Free 800-328-8417

pa

Please contact me with more information.

Name and Title _____

Firm _____

Address _____

_____

Phone _____

or Call:
Eugene A. Kraut, C.I.D.*, Exec. Vice Pres. and C.E.O.
Donald G. Dunshee, C.I.D.*, Assistant Executive Vice President
Charles M. Towle, Director of Industrial Development
*Certified Industrial Developer

Circle 71 on Brochure Service Card

MINNESOTA

Lumber & furniture-SIC 24
16.4 40.6 10.01
Stone, clay, & glass prods.-SIC 32
8.6 37.8 10.10
Primary metal industries-SIC 33
6.2 41.6 9.14
Fabricated metal products-SIC 34
35.1 41.8 10.85
Machinery, except electrical-SIC 35
91.7 42.0 10.37
Electric & electronic equipment-SIC 36
27.8 40.7 8.03
Transportation equipment-SIC 37
6.7 43.5 10.92
Instruments & misc. mfg.-SIC 38
32.8 40.7 9.33
NONDURABLE GOODS
148.5 39.0 9.54
Food & kindred products-SIC 20
46.7 38.8 8.30
Textiles & apparel-SIC 22
5.1 36.8 6.18
Paper & allied products-SIC 26
33.9 42.7 11.30
Printing & publishing-SIC 27
39.6 36.1 10.24
Chemical & petroleum-SIC 28
9.8 40.6 10.97

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below. e = electric g = gas

Blaine — 7e, 6g
Bloomington — 7e, 3g
Brooklyn Center — 7e, 3g
Brooklyn Park — 7e, 3g
Burnsville — 7e, 3g
Coon Rapids — 1e, 7e, 6g
Crystal — 7e, 3g
Duluth — 4e, 2g
Edina — 7e, 3g
Fridley — 7e, 3g
Mankato — 7e, 3g
Maplewood — 7eg
Minneapolis — 7e, 3g
Minnetonka — 7e, 3g
Moorhead — 5e, 7eg
Plymouth — 7e, 3g
Richfield — 7e, 3g
Rochester — 9e, 8g
Roseville — 7e
St. Cloud — 7eg
St. Louis Park — 7e, 3g
St. Paul — 7eg
Winona — 7eg

1. Anoka Elec. Dept.
   2015 1st Ave. N., Anoka 55303
2. Duluth Dept. of Water & Gas
   414 W. 1st St., Duluth 55802
3. Minnegasco. Inc.
   201 S. 7th St., Minneapolis 55402
4. Minnesota Power & Light Co.
   30 W. Superior St., Duluth 55802
5. Moorhead Pub. Serv. Dept.
   P.O. Box 779, Moorhead 56560
6. North Central Public Service Co.
   1080 Montreal Ave., St. Paul 55116
7. Northern States Power Co. (Minn.)
   414 Nicollet Mall, Minneapolis 55401
8. Peoples Natural Gas Co.
   25 Main Pl., Council Bluffs, IA 51501
9. Rochester Public Utility Dept.
   506 1st Ave. N.E., Box 6057,
   Rochester 55903

West Central Minnesota

Buildings Available

★Over 50 manufacturing buildings

* For sale or lease
* 1,000 to 52,000 sq. ft. of area
* Located in 17 cities
* City sizes from 500 to 18,000
* Dependable labor force
* Good work ethic
* Free labor survey
* Customized job training available
* Subsidized job training available
* Easy access to Minneapolis
* Community and state financial assistance programs available
* Low taxes
* Clean air and water
* High quality of life
* Inquiries kept confidential

—Contact—
Mid-Minnesota Economic Opportunities
P.O. Box 521
Dept. A
Willmar, MN 56201

Circle 74 on Brochure Service Card

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designated agencies listed below. Nearest airports shown in parentheses. (M) = Minneapolis/St. Paul.

Blaine (M)
Bloomington 5 (M)
Brooklyn Center (M)
Brooklyn Park (M)
Burnsville 2 (M)
Coon Rapids (M)
Crystal 5 (M)
Duluth 1-5, 27
Edina 5 (M)
Fridley 1, 5 (M)
Mankato 2, 16, 22
Maplewood (M)
Minneapolis 1, 2, 4-15, 17-32
Minnetonka (M)
Moorhead 1 (Fargo, ND)
Plymouth (M)
Richfield 5 (M)
Rochester 2, 17, 21, 22, 23, 27
Roseville 1 (M)
St. Cloud 1 (M)
St. Louis Park 1, 2, 4, 5 (M)
St. Paul 1, 2, 4, 5 (M)
Winona 1, 2, 4 (La Crosse, WI)

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western System
3. Duluth, Missabe & Iron Range Rwy.
4. Milwaukee Road
5. Soo Line R.R. Co.

Airlines

6. Air Midwest
7. Air Wisconsin
8. American
9. Austin Airways
10. Bemidji Airlines
11. Continental
12. Delta
13. Eastern
14. Frontier Airlines
15. Great Lakes Aviation
16. Mesaba Aviation
17. Midstate Airlines
18. Midway Airlines
19. Midwest Aviation
20. Norcanair
21. Northwest
22. Northwest Airlink
23. Ozark Air Lines
24. Pan Am Express
25. People Express
26. Piedmont
27. Republic
28. Republic Express
29. TWA
30. United
31. USAir
32. Western Airlines

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Austin	12	71	7980	536
Duluth	6	65	9901	150
Rochester	11	71	8277	479
St. Cloud	7	70	8965	397
Winona	13	73	7819	653

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	NA	5
Iron ore (usable)—thou. long tons, gross wt.	35,000	1,540,000
Manganiferous ore	W	W
Peat	22	W
Sand & gravel:		
Construction	21,800	48,100
Industrial	740	13,450
Stone:		
Crushed	9,400	28,000
Dimension	39	13,369
Combined value of clays, lime, and values indicated by symbol W		7,883
Total 1984 (preliminary)		1,650,807

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Callahan, Kathleen, Dpty. Cmsr.
Div. of Econ. Dev.
Minn. Dept. of Energy & Econ. Dev.
900 American Center Bldg.
150 E. Kellogg Blvd.
St. Paul, 55101
612/296-5010

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Crookston
Faust, Wayne H., Econ. Dev. Dir.
Northwest Reg. Dev. Cmsn.
403 Golf Terrace Dr., 56716
218/281-1396

Duluth
Westin, Charles W., Exec. V.P.
Northeastern Minn. Dev. Assn.
800 Alworth Bldg., 55802
218/722-1484

Minneapolis
Wright, Richard D., Econ. Dev. Mgr.
Northern States Power Co.
414 Nicollet Mall, 55401
612/330-6724

St. Paul
Dunshee, Donald G., C.I.D., Ind. Dev. Dir.
St. Paul Port Auth.
25 W. 4th St., Ste. 1305, 55102
612/224-5686

Wilmar
Hippe, H. Eugene, Exec. Dir.
Six East Regional Dev. Cmsn.
333 West 6th St., 56201
612/235-8504

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives, including jobs/investment tax credits for new & expanding business
- Tax-exempt bonds for distribution & warehouse facilities, office buildings, agricultural projects, commercial facilities
- Tax-exempt bonds for buildings, land, & equipment
- Tax-exempt bonds for pollution control
- Special financing & taxation incentives for companies expanding in certain urban areas, including enterprise zones
- Aid for job training
- Freeport law
- Tax-exempt inventories
- Economic Development Major Industry Fund program using inactive state funds to back bank loans to industry
- Foreign trade zones located in Kansas City & St. Louis metro. areas
- State loans/loan guarantees
- Grants for research creating new jobs in high technology
- Corporation for Science & Technology and Innovation Centers to encourage development of scientific & technological resources
- Tax-exempt mfg. machinery

Tax rates:
- Corporate income tax 5%
- Personal income tax 1½-6%
- Personal property tax ..... varies locally ($315 + 6% of excess over $9,000)
- Sales tax 4.225%
- Franchise tax ..... 1/20 of 1% of company assets
- Incorporation tax fee:
  - Domestic — $53 for the first $30,000 or less; over $30,000, $5 for every $10,000 excess
  - Foreign — $63 for the first $30,000 or less, with additional fees based on amount of property or capital based in Missouri
- Inventory tax ..... exempt
- Gasoline tax ..... $.07/gal.

Advanced education facilities:
- Four-year colleges & universities 39
- Two-year or junior colleges 22
- Public area vocational schools 58
- Technical & professional schools 9
- Theological schools 16

Medical facilities:
- Hospitals 162 (1985)
- Clinics ..... NA

Labor Analysis:
- Civilian labor force ..... 2,502,462 (8/85 prelim.)
- High school graduates ... 53,388 (1984)

For additional labor market information, contact Div. of Employ. Security, Dept. of Labor & Industrial Relations, P.O. Box 59, Jefferson City, MO 65104, 314/751-3215

Environment controls:

Air & water pollution: Missouri Div. of Environ. Quality, P.O. Box 1368, Jefferson City, MO 65102, 314/751-3241

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	Thousands	
MISSOURI	4,917.4	5,046.6
Blue Springs	25.9	NA
Cape Girardeau	34.4	NA
Columbia	62.1	63.8
Florissant	55.4	56.6
Independence	111.8	112.6
Jefferson City	33.6	NA
Joplin	38.9	39.6
Kansas City	448.2	439.6
Kirkwood	28.0	NA
Lee's Summit	28.7	NA
Raytown	31.8	NA
St. Charles	37.4	47.8
St. Joseph	76.7	75.1
St. Louis	453.1	431.4
Springfield	133.1	139.4
University City	42.7	42.4

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	Thousands	
Columbia	100.4	107.4
Joplin	127.5	132.9
Kansas City, MO/KS	1,433.0	1,473.1
St. Joseph	87.9	86.8
St. Louis, MO/IL	2,377.0	2,398.9
Springfield	207.7	222.6

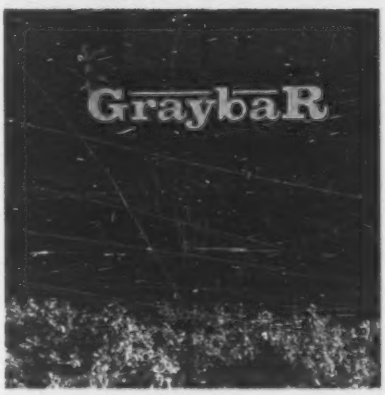
LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
MISSOURI		
430.1	NA	NA
Kansas City		
120.9	40.8	10.88
St. Joseph		
8.1	41.0	9.23
St. Louis		
229.7	NA	NA
Springfield		
18.9	39.4	8.87

*preliminary figures for production workers



Sign up your next headquarters in St. Louis County.

We're known for the companies we keep.

ST. LOUIS COUNTY ECONOMIC COUNCIL

One Thirty South Bemiston Suite 800 Saint Louis, Missouri 63105 (314) 721-0900

Circle 73 on Brochure Service Card

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
MISSOURI		
2,507.4	142.3	5.7
Kansas City		
763.4	32.2	4.2
St. Joseph		
41.6	2 8	6.6
St. Louis		
1,196.8	82.3	6.9
Springfield		
121.4	5.4	4.5

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Kansas City MO/KS 9/85	St. Louis MO/IL 3/85
Office, professional, & technical		
Payroll clerks	$ 8.33	7.71
Accounting clerks	8.00	7.53
File clerks	5.70	5.13
Typists	6.38	6.32
Key entry operators	7.14	6.34
Secretaries	8.78	8.97
Stenographers	10.18	8.32
Switchbd opr-recept's	6.11	5.85
Drafters	10.09	11.34
Electronics technicians	13.16	13.43
Computer operators	9.39	8.34
Computer programmers	12.32	12.07
Computer systems analysts	14.96	16.14
Maintenance & powerplant		
Carpenters	12.97	13.47
Electricians	13.76	14.34
Engineers, stationary	13.06	12.89
Machinists	14.64	14.77
Mechanics (machinery)	12.23	11.89
Tool & die makers	14.46	14.83
Custodial & material movement		
Guards	5.33	5.22
Janitors, porters & cleaners	5.93	5.11
Laborers, mat'l hdlg	9.65	10.75
Shippers & receivers	9.07	10.49
Truckdrivers	11.65	11.95
Forklift operators	10.86	11.06

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
2,014.7	NA	NA
MANUFACTURING		
430.9	40.5	9.32
DURABLE GOODS		
246.2	41.6	10.06
Lumber & wood prods.-SIC 24		
10.5	38.9	6.03
Furniture & fixtures-SIC 25		
10.8	42.2	7.39
Stone, clay, & glass prods.-SIC 32		
11.1	41.4	10.13
Primary metal industries-SIC 33		
13.8	39.3	10.96
Fabricated metal products-SIC 34		
28.0	41.2	9.39
Machinery, except electrical-SIC 35		
32.3	40.4	9.91
Electric & electronic equipment-SIC 36		
50.2	40.8	8.95
Transportation equipment-SIC 37		
70.6	44.5	12.92
Instruments & related prods.-SIC 38		
11.8	40.1	7.85
Misc. mfg. industries-SIC 39		
7.1	39.2	6.73
NONDURABLE GOODS		
184.7	39.1	8.33
Food & kindred products-SIC 20		
44.6	41.4	9.45
Textiles & apparel-SIC 22		
25.7	35.6	5.28
Paper & allied products-SIC 26		
13.1	40.8	9.01
Printing & publishing-SIC 27		
39.4	38.5	9.66
Chemicals & allied products-SIC 28		
28.8	41.6	10.62
Leather & leather prods.-SIC 31		
19.7	35.3	5.34

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Blue Springs 7 (Kansas City)
Cape Girardeau 2, 14, 21
Columbia 11, 16, 33, 34, 46
Florissant (St. Louis)
Independence 7, 14 (Kansas City)
Jefferson City 14, 16, 21, 33, 34, 45, 46
Joplin 2, 8, 14, 16, 33, 34, 46
Kansas City 1, 2, 4, 6-9, 11, 12, 14, 16, 18, 20, 22-24, 26-28, 31-36, 39, 42-44, 47-51
Kirkwood 2, 14 (St. Louis)
Lee's Summitt 14 (Kansas City)
Raytown 12 (Kansas City)
St. Charles 10,11 (St. Louis)
St. Joseph 1, 2, 4, 14 (Kansas City)
St. Louis 2-5, 7, 10-15, 17, 18, 21, 24-26, 28-30, 32-39, 41-43, 45-50
Springfield 2, 14, 16, 19, 28, 33, 34, 40, 46
University City 15 (St. Louis)

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. Chessie System Railroads
4. Chicago & North Western System
5. Conrail
6. Denver & Rio Grande Western R.R.
7. Illinois Central Gulf R.R. Co.
8. Kansas City Southern Railway Co.
9. Milwaukee Road
10. Missouri-Kansas-Texas R.R. Co.
11. Norfolk Southern Corp.
12. St. Louis Southwestern Railway Co.
13. Seaboard System Railroad
14. Union Pacific System
15. Terminal R.R. Assn. of St. Louis

Airlines

16. Air Midwest
17. Allegheny Commuter
18. American
19. American Eagle
20. Braniff
21. Britt Airways
22. Capitol Air Service
23. Continental
24. Delta
25. Delta Connection
26. Eastern
27. Eastern Air Midwest
28. Frontier Airlines
29. Green Hills Aviation
30. Jet America Airlines
31. Midway Airlines
32. Northwest
33. Ozark Air Lines
34. Ozark Midwest
35. Pan American
36. Pan Am Express
37. People Express
38. Piedmont
39. Republic
40. Republic Express
41. Resort Air
42. Skybus, Inc.
43. Southwest Airlines
44. Tennessee Airways
45. Trans Mo Airlines
46. Trans World Express
47. TWA
48. United
49. USAir
50. Western Airlines
51. World Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Blue Springs — 4e, 8e, 6g
Cape Girardeau — 11eg
Columbia — 1e, 11g
Florissant — 11e, 7g
Independence — 3e, 4e, 6g
Jefferson City — 11eg
Joplin — 2e, 6g
Kansas City — 4e, 8e, 6g
Kirkwood — 5e, 11e, 7g
Lee's Summit — 8e, 6g
Raytown — 4e, 8e, 6g
St. Charles — 11e
St. Joseph — 9e, 6g
St. Louis — 11e, 7g
Springfield — 10eg
University City — 11e, 7g

1. Columbia Water and Lt. Dept.
   7th & Broadway, Box N, Columbia 65205
2. Empire Dist. Electric Co.
   602 Joplin St., Joplin 64801
3. Independence Power & Lt. Dept.
   21500 E. Truman Rd., Independence 64056
4. Kansas City Power & Light Co.
   1330 Baltimore Ave., Kansas City 64105
5. Kirkwood Electric Light Dept.
   212 S. Taylor Ave., Kirkwood 63122
6. KPL Gas Service
   818 Kansas Ave., Box 889, Topeka 66601
7. Laclede Gas Co.
   720 Olive St., St. Louis 63101
8. Missouri Public Service Co.
   (Utilicorp United, Inc.)
   10700 E. M350 Hwy., Kansas City 64138
9. St. Joseph Light & Power Co.
   520 Francis St., St. Joseph 64502
10. Springfield City Utilities
    301 E. Central, JS Box 551, Springfield 65801
11. Union Electric Co.
    1901 Gratiot St., St. Louis 63103

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	4,100	186,300
Masonry	140	7,090
Clays (excl. fuller's earth)	1,531	14,145
Copper — metric tons (recov. cont. of ores, etc.)	5,722	8,326
Gem stones	NA	10
Iron ore — thou. long tons	W	W
Lead — metric tons (recov. cont. of ores, etc.)	296,236	163,273
Sand & gravel:		
Construction	7,900	18,400
Industrial	645	8,260
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	1,493	12,315
Stone (crushed)	43,800	138,000
Zinc — metric tons (recov. cont. of ores, etc.)	48,388	51,205
Combined value of barite, clays (fuller's earth), iron oxide pigments (crude), lime, stone (dimension), and values indicated by symbol W		142,331
Total 1984 (preliminary)		749,655

* thousand short tons except as noted
W withheld to avoid disclosing company propriety data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp F. Jan.	Jul.	Degree Days Heating	Cooling
Columbia	28	78	5206	1269
Jefferson City	30	78	4897	1330
Joplin	33	80	4321	1628
Kansas City	26	79	5283	1333
Saint Charles	29	78	4949	1412
St. Joseph	25	79	5453	1347
St. Louis	29	79	4938	1468
Springfield	32	78	4660	1374

DEVELOPMENT COUNSELORS:

State Development Agency

Boyd, William C., Dir.
Missouri Div. of Comm. & Econ. Dev.
P.O. Box 118
Jefferson City, 65102
314/751-2133

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Jefferson City
Hayter, William D., C.I.D.
Sales & Ind. Dev. Mgr.
Central Electric Power Coop.
2106 Jefferson St.
Box 269, 65102
314/634-2454

Joplin
Cartwright, Sam F., Gen. Mgr./Pres.
Joplin Chamber of Comm.
P.O. Box 1178, 64802
417/624-4150

Kansas City
Lee, Everett M., Area Dev. Mgr.
Mo. Public Service Co.
10700 E. 350 Hwy., 64138
816/737-9345

Monroe, James W., C.I.D., Pres.
Kansas City Area Econ. Dev. Council
600 CharterBank Center
920 Main St., 64105
816/221-2121

Wheeler, Charles E., C.I.D., Exec. Dir.
Platte Cty. Ind. Dev. Cmsn.
10920 Ambassador Dr.
Suite 128, 64153
816/891-9480

St. Charles
Hall, Vaal G., Admin.
Ind. Dev. Auth. of St. Charles Cty.
P.O. Box 938, 63302
314/441-6880

St. Louis
Holderread, James E., Res. & Plng. Dir.
St. Louis Reg. Comm. & Growth Assn.
10 Broadway, 63102
314/231-5555
Wright, Alan T., Admin. Dir.
St. Louis Cty. Ind. Dev. Auth.
130 S. Bemiston Ave., Ste. 800, 63105
314/721-0900

STATE INFORMATION:

Financial assistance to industry:
Bonds for buildings, land, & equipment, including pollution control
On-the-job training & pre-employment training program
Two Foreign Trade Zones: No. 19 Omaha, No. 59 Lincoln

Tax rates:
Corporate income tax .....4.75% on first $50,000 & 6.65% over $50,000, based on federal taxable income attributable to Nebraska operations
Personal income tax .....19% of federal tax paid
Sales tax .....3½% The cities of Bellevue, Chadron, Chappell, Gordon, Kimball, LaVista, Lewellen, Norfolk, North Platte, Ogallala, Oshkosh, Rushville, & Sidney levy an additional 1% (Omaha and Lincoln levy an additional 1½%)
Incorp. & franchise tax .....NA
Inventory tax .....100% exemption of personal property on inventory
Gasoline tax .....$.172/gal. (1986)

Advanced education facilities:
Four-year colleges & universities 19
Two-year or junior colleges.....NA
Vocational & business schools.....16

Medical facilities:
Hospitals 113
Clinics.....NA

Labor analysis:
Civilian labor force..... 788,000 (1983)
High school graduates .. 19,956 (1983)
For additional labor market information, contact Div. of Employ., Dept. of Labor, P.O. Box 94600, State House Station, 550 S. 16th St., Lincoln, NE 68509, 402/475-8451

Environment controls:
Air & water pollution: Dennis Grams, Dir., Nebraska Dept. of Environ. Control, Box 94877, Lincoln, NE 68509, 402/471-2186

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	Thousands	
NEBRASKA	1,570.0	1,619.4
Grand Island	33.2	NA
Lincoln	171.9	182.3
Omaha	311.7	331.3

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	Thousands	
Lincoln	192.9	205.3
Omaha, NE/IA	585.0	608.7
Sioux City, IA/NE	117.5	118.0

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
NEBRASKA		
87.4	41.2	9.12
Lincoln		
13.0	40.9	10.03
Omaha		
35.0	41.0	9.75

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEBRASKA		
808.0	37.5	4.6
Lincoln		
114.7	3.5	3.1
Omaha		
307.7	16.4	5.3

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Omaha NE/IA 10/85
Office, professional, & technical	
Payroll clerks	$ 7.80
Accounting clerks	7.22
File clerks	5.46
Typists	6.12
Key entry operators	6.22
Secretaries	8.16
Stenographers	10.51
Switchbd opr-recept's	5.78
Drafters	10.18
Electronics technicians	NA
Computer operators	9.29

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ADDRESS _____

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STATE _____ ZIP _____

Omaha Public Power District
Area Development Department
1623 Harney Street
Omaha, Nebraska 68102-2247
402/536-4347

Computer programmer	12.59
Computer systems analysts	15.95
Maintenance & powerplant	
Carpenters	9.83
Electricians	12.41
Engineers, stationary	10.85
Machinists	13.38
Mechanics (machinery)	11.24
Custodial & material movement	
Guards	4.21
Janitors, porters & cleaners	5.03
Laborers, mat'l hdlg	10.16
Shippers & receivers	7.79
Truckdrivers	10.08
Forklift operators	9.35

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Grand Island 1, 6, 9, 10, 13, 20, 22
Lincoln 1, 5, 6, 9, 10, 12, 16, 19, 22, 26
Omaha 1-9, 11-27

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western System
3. Illinois Central Gulf R.R. Co.
4. Milwaukee Road
5. Missouri-Kansas-Texas R.R. Co.
6. Union Pacific System
7. Iowa Interstate Railroad Ltd.

Airlines

8. AAA Airlines
9. Air Midwest
10. Air Wisconsin
11. American
12. America West
13. Continental
14. Continental Commuter
15. Eastern
16. Frontier Airlines
17. Northwest
18. Northwest Airlink
19. Ozark Air Lines
20. Pioneer Airlines
21. Republic
22. Rocky Mt. Airways
23. Sunworld Intl. Airways
24. Tennessee Airways
25. TWA
26. United
27. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Grand Island — 1e, 5g
Lincoln — 2e, 4g
Omaha — 6e, 3g

1. Grand Island Utilities
   208 N. Pine, Box 1968, Grand Island 68802
2. Lincoln Electric Sys., 1200 N St., Box 80869, Lincoln 68501
3. Metropolitan Utilities District of Omaha
   1723 Harney St., Omaha 68102
4. Minnegasco Inc.
   201 S. 7th St., Minneapolis, MN 55402
5. Northwestern Pub. Service Co.
   Northwestern Nat'l Bank Bldg.
   Huron, SD 57350
6. Omaha Pub Power Dist.
   1623 Harney St., Omaha 68102-2247

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
628.5	NA	NA
MANUFACTURING		
89.0	40.5	8.93
DURABLE GOODS		
45.8	41.3	9.24
Lumber & stone, clay, & glass-SIC 24		
4.5	40.6	8.23
Furniture & fixtures-SIC 25		
1.7	NA	NA
Primary & fabricated metals-SIC 33		
8.1	39.8	9.55
Machinery, except electric-SIC 35		
12.2	NA	NA
Machinery & transp.-SIC 35		
26.5	42.9	9.69
Electric & electronic equipment-SIC 36		
9.5	NA	NA
Transportation equipment-SIC 37		
4.7	NA	NA
Instruments & misc. mfg.-SIC 38		
5.0	NA	NA
NONDURABLE GOODS		
43.2	39.5	8.58
Food & kindred products-SIC 20		
24.7	39.9	8.72
Textiles & apparel-SIC 22		
1.8	NA	NA
Paper & allied products-SIC 26		
1.7	NA	NA
Printing & publishing-SIC 27		
7.4	36.7	8.25
Chemicals & allied products-SIC 28		
2.6	40.4	9.93
Petroleum, rubber, & misc.-SIC 29		
5.1	NA	NA

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Grand Island	21	77	6482	1028
Lincoln	22	79	5967	1263
Omaha	20	78	6194	1166

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	192	1,681
Lime	18	954
Sand & gravel:		
Construction	10,100	25,500
Industrial	W	W
Stone (crushed)	5,400	28,000
Combined value of cement, gem stones, and values indicated by symbol W		46,225
Total 1984 (preliminary)		102,360

* thousand short tons
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Bates, Rod, Dir.
Nebraska Dept. of Econ. Dev.
P.O. Box 94666
301 Centennial Mall S.
Lincoln, 68509
402/471-3111

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Grand Island
Good, Richard H., Pres.
Grand Island Ind. Fdtn.
309 W. 2nd St., P.O. Box 1486, 68802
308/382-9210

Lincoln
Malloy, Patrick J., Ind. Dev. Dir.
Lincoln Chamber of Comm.
Suite 606, 1221 N St., 68508
402/476-7511

Omaha
Churchill, Toby
Upland Ind. Corp.
Blackstone Centre
302 S. 36th St., 68131
402/280-4818
Manager, Area Dev.
Omaha Public Power District ,
1623 Harney St., 68102-2247
402/536-4347
Moseman, Rod, Dir.
Omaha Econ. Dev. Council
1301 Harney St., 68102
402/346-5905

STATE INFORMATION:

Financial assistance to industry:
Tax incentives
Bonds for buildings
Bonds for pollution control
Aid for job training

Tax rates:

Corporate income tax	graduated
Personal income tax	graduated
Personal property tax	none
Sales tax	4% (3% for farm machinery, irrigation equipment, & mobile homes)
Incorp. & franchise tax	none
Inventory tax	none
Gasoline tax	$.13/gal.

Advanced education facilities:

Four-year colleges & universities	11
Two-year or junior colleges	2
Vocational & business schools	41

Medical facilities:
Hospitals.....57
Clinics.....132

Labor analysis:
Civilian labor force..... 328,000 (1984)
High school graduates.....9,651
For additional labor market information, contact Job Service North Dakota, 1000 E. Divide Ave., P.O. Box 1537, Bismarck, ND 58505, 701/324-3106

Environment controls:

Air pollution: Gene Christianson, Environ. Engineering, North Dakota State Health Dept., 1300 Missouri Valley Bldg., Bismarck, 58505, 701/224-2348

Water pollution: Francis (Fritz) Schwindt, Water Supply & Pollution Control (same address as above) 701/224-2354

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
NORTH DAKOTA	652.7	692.4
Bismarck	44.5	49.8
Fargo	61.3	66.5
Grand Forks	43.8	44.9
Minot	32.8	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	—Thousands—	
Bismarck	80.0	90.1
Fargo-Moorhead ND/MN	137.6	145.9
Grand Forks	66.1	70.0

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
NORTH DAKOTA		
15.4	38.5	8.11
Fargo-Moorhead		
5.0	38.1	8.50

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
NORTH DAKOTA		
342.9	15.4	4.5
Bismarck		
42.7	2.5	5.9
Fargo-Moorhead		
78.8	2.6	3.3
Grand Forks		
31.6	.9	2.8

*preliminary figures

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
252.7	NA	NA
MANUFACTURING		
15.5	38.4	7.86
DURABLE GOODS		
6.5	39.6	8.22
Stone, clay, & glass prods.-SIC 32		
0.8	NA	NA
Fabricated metal products-SIC 34		
0.7	NA	NA
Machinery & transp. equip.-SIC 35		
3.9	NA	NA
NONDURABLE GOODS		
9.0	37.5	7.60
Food & kindred products-SIC 20		
4.4	39.0	7.85
Printing & publishing-SIC 27		
2.4	33.1	7.66

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Bismarck 1-6, 8
Fargo 1, 3, 4, 6, 7
Grand Forks 1, 4, 6
Minot 1-3, 6

Railroads

1. Burlington Northern R.R. Co.
2. Soo Line R.R. Co.

Airlines

3. Frontier Airlines
4. Northwest
5. Northwest Airlink
6. Republic
7. United
8. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bismarck — 1eg
Fargo — 2eg
Grand Forks — 2eg
Minot — 2e, 1g

1. Montana-Dakota Utilities Co. (MDU Resources Group, Inc.) 400 N. 4th St., Bismarck 58501
2. Northern States Power Co. 414 Nicollet Mall, Minneapolis, MN 55401

NSPC — Fargo Div.
2302 Gt. Northern Dr., Fargo 58108
NSPC — Grand Forks Div.
1206 5th Ave. S., Grand Forks 58201
NSPC — Minot Div.
24 Second Ave., S.E., Minot 58701

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	NA	2
Lime	31	1,643
Sand & gravel (construction)	3,000	6,200
Combined value of clays, peat, and salt		4,812
Total 1984 (preliminary)		12,657

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Bismarck	7	70	9075	473
Fargo	4	71	9343	476
Grand Forks	2	69	9881	418
Minot	6	69	9415	423

DEVELOPMENT COUNSELORS:

State Development Agency

Whitney, Robert, Dir.
Econ. Dev. Cmsn.
Liberty Memorial Bldg.
Bismarck, 58505
701/224-2810

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Bismarck
Jacobson, Gary, Staff Asst.
Basin Elec. Power Coop.
1717 E. Interstate Ave., 58501
701/223-0441 Ext. 2324

Fargo
Sticka, Toby, Exec. Dir.
Fargo-Cass Cty. Ind. Dev. Corp.
321 N. 4th St.
P.O. Box 2443, 58108
701/237-6132

Jamestown
Johnson, Irene J., Econ. Dev. Mgr.
Otter Tail Power Co.
P.O. Box 742, 58401
701/252-0540

STATE INFORMATION:

Financial assistance to industry:
No corporate tax
No personal income tax
No personal property tax
No business inventory tax
Bonds for buildings & equipment
Bonds for pollution control
Aid for job training
Local property tax abatements
Loan packaging assistance

Tax rates:
Corporate income tax.....none
Personal income tax.....none
Sales tax.....4% (2% local option)

SOUTH DAKOTA

Incorporation tax.....graduated from $40 for $25,000 or less capitol stock to $500 if capital stock is over $4.5 million but not over $5 million. $40 for each additional $500,000. Min. tax: $16,000
Franchise tax.....$10
Inventory tax.....none
Gasoline tax.....$.13/gal.

Advanced education facilities:
Four-year colleges & universities 13
Two-year or junior colleges.....1
Vocational & business schools.....5

Medical Facilities:
Hospitals.....59
Clinics.....80 (approx.)

Labor Analysis:
Civilian labor force.....362,000 (9/85)
High school graduates.....9,304
For additional labor market information, contact Labor Market Info. Center, P.O. Box 1730, Aberdeen, SD 57401, 605/622-2314

Environment controls:
Air & water pollution: Jim Nelson, Div. Dir., Dept. of Water & Natural Resources, 523 E. Capitol, Pierre, 57501, 605/773-3351

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	Thousands	
SOUTH DAKOTA	690.2	713.7
Aberdeen	26.0	NA
Rapid City	46.5	51.3
Sioux Falls	81.3	89.9

Metropolitan Statistical Area (MSA)

	Census 1980	Estimate 1985
	Thousands	
Sioux Falls	109.4	119.6

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
SOUTH DAKOTA		
23.5	40.5	7.34
Sioux Falls		
5.8	39.0	7.15

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
SOUTH DAKOTA		
353.6	14.0	4.0
Sioux Falls		
72.2	2.5	3.5

*preliminary figures

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
244.6	NA	NA
MANUFACTURING		
28.6	42.4	7.15
DURABLE GOODS		
15.7	42.2	6.96
Fabricted metals, machinery-SIC 34		
10.3	NA	NA
NONDURABLE GOODS		
12.9	42.6	7.36
Food & kindred products-SIC 20		
7.7	NA	NA
Paper & printing & publishing -SIC 26		
2.6	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Aberdeen 1, 2, 10
Rapid City 2, 4-7, 9-12
Sioux Falls 1-3, 5-8, 10-12

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western System
3. Milwaukee Road

Airlines

4. Continental Commuter
5. Frontier Airlines
6. Mesaba Aviation
7. Northwest Airlink
8. Ozark Air Lines
9. Pioneer Airlines
10. Republic
11. United
12. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Aberdeen — 5eg
Rapid City — 1e, 3g
Sioux Falls — 4e, 6e, 2g

1. Black Hills Power and Light Co. 625 9th St., Box 1400, Rapid City 57709
2. Minnegasco Inc. 201 S. 7th St., Minneapolis, MN 55402
3. Montana-Dakota Utilities Co. (MDU Resources Group Inc.) 400 N. 4th St., Bismarck, ND 58501
4. Northern States Power Co. 414 Nicollet Mall, Minneapolis, MN 55401 NSPC — Sioux Falls Div. 500 W. Russell, Sioux Falls 57104
5. Northwestern Public Service Co. Northwestern Nat'l Bk. Bldg., 3rd St. & Dakota Ave., S., Huron 57350
6. Sioux Falls Mun. Lt. & Pwr. Dept. 2000 N. Minnesota Ave., Sioux Falls 57104

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Aberdeen	8	72	8570	589
Rapid City	21	73	7301	667
Sioux Falls	12	74	7885	749

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	5	420
Portland	600	37,000
Clays (excl. bentonite)	129	371
Feldspar	7,453	120
Gem stones	NA	70
Gold — troy ozs. (recov. cont. of ores, etc.)	370,954	139,108
Sand & gravel (construction)	4,300	9,900
Silver -- thou. troy ozs. (recov. cont. of ores, etc.)	52	428
Stone:		
Crushed	4,200	14,500
Dimension	60	18,642
Combined value of beryllium (1983), clays (bentonite), gypsum, lime, and mica (scrap)		6,896
Total 1984 (preliminary)		227,455

* thousand short tons except as noted

DEVELOPMENT COUNSELORS:

State Development Agency

Director
Dept. of State Dev.
Box 6000
Pierre, 57501
605/773-5032

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Aberdeen
Engel, Calvin, Exec. V.P.
Aberdeen Dev. Corp.
P.O. Box 1179, 57401
605/229-5335

Huron
Tucker, William V., Pres.
Gtr. Huron Dev. Corp.
15 4th St., S.W., 57350
605/352-8775

Rapid City
Shelton, Wesley D., Dir.
Rapid City Area Econ. Dev.
P.O. Box 747, 57709
605/343-1880

Sioux Falls
Stenseth, David L., Pres.
Sioux Falls Dev. Fdtn.
131 E. 10th St., 57102
605/339-0103

WEST SOUTH CENTRAL

• ARKANSAS • OKLAHOMA
• LOUISIANA • TEXAS

Regional Review

Economic indicators were mixed in the region last year. Population grew dramatically in Oklahoma and Texas, but only moderately in Arkansas and Louisiana. Construction employment was up significantly in Arkansas and Texas, but way down in Louisiana and Oklahoma. Unemployment increased in all states but Oklahoma.

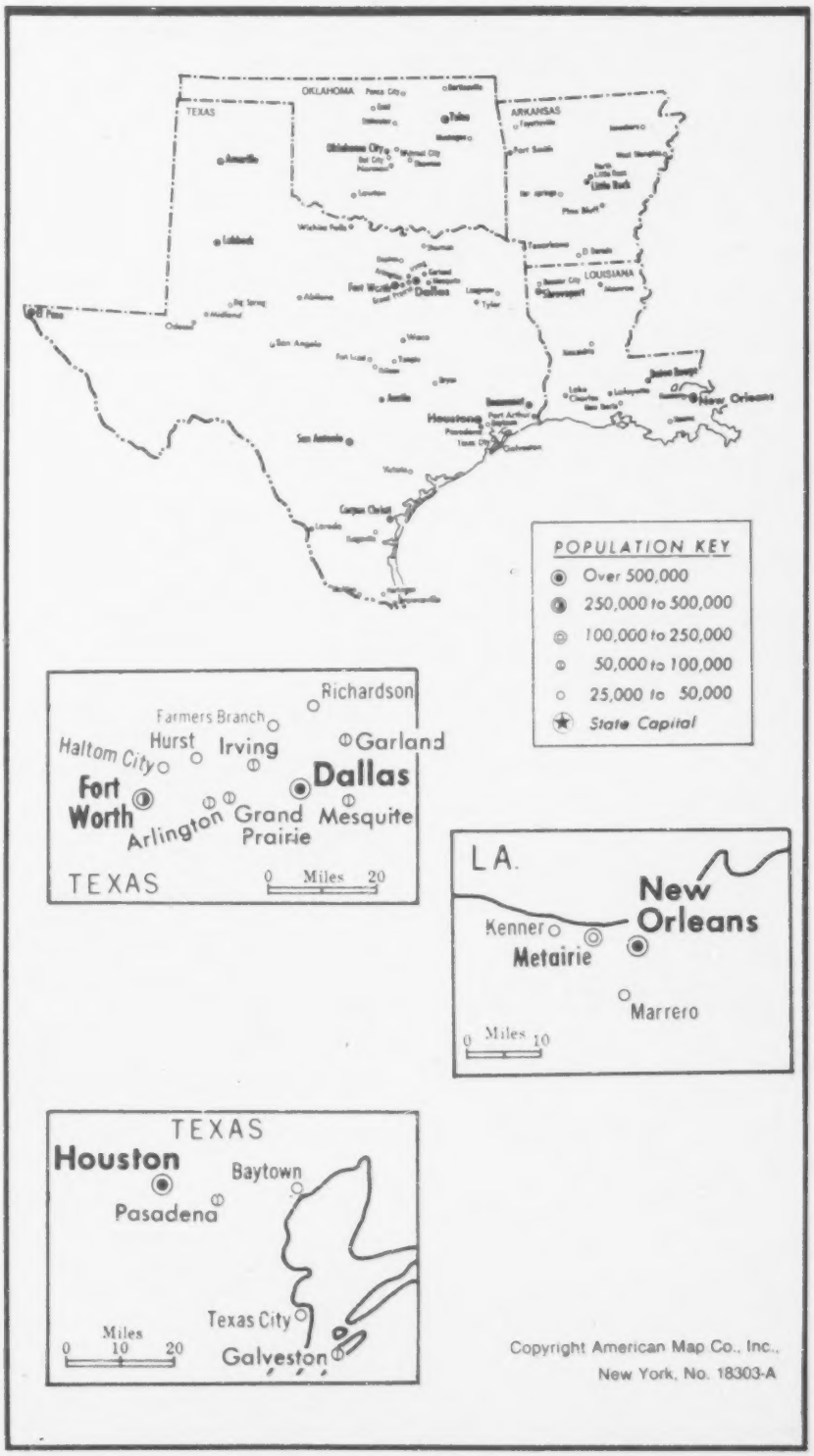
Falling oil prices created difficulties that the entire region shared in. Mining and energy-related employment was down in all states. To compensate, the region scrambled to diversify its industries, softening the blow to this economic bulwark.

Although temporary crises may have arisen, economic disaster is not imminent in the West South Central region. Traditionally low wages, an attractive lifestyle, and an elastic labor supply have kept the region growing and prosperous since the 1960s. Experts predict this trend will prevail through the end of the 1980s.

Arkansas. In response to businesses' needs for technological assistance, the Arkansas Science and Technology Authority has received increased state funding in the last few years. These funds are used to assist educational institutions working with private firms on technology development efforts.

The University of Arkansas at Little Rock is involved in a program to assist private businesses: It set up a course to train graduates in translating highly technical information into a form easily understood by laymen.

Developments in Arkansas last year included a 42,000-square-foot addition to American Fuel Cell and Coated Fabrics Company's manufacturing building in Magnolia. In Sheridan, a manufacturing and construction concern—H. H. Robertson Company—announced an expansion plan, which should employ 60 to 70 employees. And in Pine Bluff, the



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New York, No. 18303-A

International Paper Company is spending more than $200 million to convert a newsprint machine into a machine to produce coated publication paper at its mill, which should create 200 new jobs.

Louisiana. Following the example of the region, Louisiana's economic picture in 1985 was up and down. New business incorporations were way up at 22.2% higher than last year. Employment in the construction and manufacturing industries was down 8.7% and 5.7% respectively. The number of business building permits issued in the major cities of New Orleans, Shreveport, and Houma were all down over 10% from last year. However, total non-residential building permits were up 14% in the state. Personal income was up 1%. Farm cash receipts were up 15%; overall nonfarm employment was down 1%.

To assist the nationally sagging agricultural industry, the state's department of agriculture is issuing loans to construct or develop facilities that will process agricultural products and make them more acceptable to the consumer. To lure new business into the state, development finance corporations and small-business investment corporations have been set up.

Oklahoma. What do Texas, California, Florida, Georgia, and Oklahoma have in common? They all have what it takes to attract more population: From 1980 to 1985, they were the five fastest-growing states in the U.S. Oklahoma captured the fifth-place spot with a growth rate of 13.3%—an impressive amount considering the national growth rate was a little over 5% for the period.

State incentives can claim responsibility for some of this growth. There is no state property tax. And purchase and improvement of industrial sites, as well as building construction and equipment financing are available through low-interest public revenue bonds. The result: 468 new plants and 701 expansions created 62,651 new jobs in the last ten years, according to the state economic development department.

New business incorporations were up 17.1% in 1985. Major companies already established in the state include Xerox, American Airlines, TRW, AT&T, General Motors, Goodyear, Uniroyal, Firestone Tire and Rubber, and Weyerhaeuser.

Oklahoma was the only state in the region to register a drop in unemployment in the period Sept. 1984 to Sept. 1985. The rate decreased from 6.6% to 6.3%—the lowest unemployment figure in the West South Central.

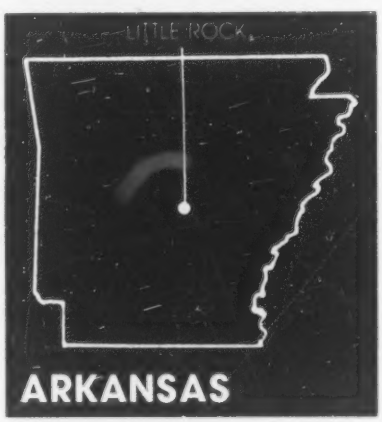
Texas. In 1986 the Lone Star state is celebrating its sesquicentennial. To highlight this milestone, more than 1,500 communities and organizations are sponsoring events. An estimated 40-million tourists are expected to join in the 150-year commemoration, spending billions of dollars in the process.

The last point means the most to the state's economy, which is going through a fiscal crisis from the falling price of oil. Price drops in 1985 left the drilling-rig count nearly 25% below the depressed level set in 1984.

The rest of the state's sectors fared better: overall nonagricultural employment growth was 1.85% higher for the year, the largest increase in the region.

Construction in Texas is booming. Garland, Waco, Wichita Falls, Laredo, Houston, Odessa, Austin, Fort Worth, Arlington, and El Paso all had increases in building permit values last year. This construction growth in part relates to the population explosion in the state: From 1980 to 1985 2.2-million people moved in—a growth rate of 15.2%. If this rate continues, Texas will surpass New York as the second-most populous U.S. state by 1990.

In 1986 the Texas economy is expected to grow slowly, mainly due to uncertainty about oil prices. However, the services and manufacturing sectors should expand and continue providing the majority of new jobs. □



STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for pollution control
- Bonds for buildings, land, & equip.
- State guarantee for $2 million in bonds
- Aid for job training
- Free port law
- Foreign Trade Zone on Arkansas River
- Enterprise zones
- Investment tax credits

Tax rates:

Corporate income tax	1%-6% over $25,000 net
Personal income tax	1%-7% over $25,000
Sales tax	4% exemptions for mfg. equipment
Inventory tax	$15.40/M
Franchise & incorp. tax	$1.10/M
Inventory tax	$5 per $1000 market value
Gasoline tax	$.095/gal.

Advanced education facilities:

Four-year colleges & universities	20
Two-year or junior colleges	13
Vocational & business schools	33

Medical facilities:

Hospitals	125 all inclusive
Clinics	NA

Labor analysis:

Civilian labor force	1,044,000 (1984)
High school graduates	28,034 (1983-84)

For additional labor market information, contact Employ. Security Div., ESD Bldg., Capitol Mall, Little Rock, AR 72201, 501/371-2121

Environment controls:

Air pollution: Wilson Tolefree, Air Div. Chief, Dept. of Pollution Control & Ecology, 8001 National Dr., Little Rock, 72209, 501/562-7444

Water pollution: James Shell, Water Div. Chief, (same address and phone as above)

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
ARKANSAS	2,285.5	2,377.8
El Dorado	26.7	NA
Fayetteville	36.6	36.1
Fort Smith	71.4	74.0
Hot Springs	35.2	NA
Jacksonville	27.6	28.7
Jonesboro	31.5	NA
Little Rock	158.5	171.7
North Little Rock	64.4	65.5
Pine Bluff	56.6	55.6
Springdale	23.5	25.6
Texarkana*	52.8	55.7
West Memphis	28.1	27.1

* Texarkana is a two-state city. Total includes both Ark. and Tex.

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	—Thousands—	
Fayetteville-Springdale	99.7	106.6
Fort Smith, AR/OK	162.5	175.5
Little Rock-North Little Rock	474.0	501.5
Memphis, TN/AR/MS	912.9	927.2
Pine Bluff	90.7	90.2
Texarkana, TX/AR	113.1	119.5

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
ARKANSAS		
211.1	40.6	7.59
Fayetteville-Springdale		
9.3	40.7	6.54
Fort Smith		
23.2	40.1	8.07
Little Rock-North Little Rock		
33.1	41.5	8.27
Pine Bluff		
5.4	41.7	9.73

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
ARKANSAS		
1,097.5	92.1	8.4
Fayetteville-Springdale		
51.7	2.4	4.7
Fort Smith		
85.4	6.1	7.1
Little Rock-North Little Rock		
242.3	16.4	6.8
Pine Bluff		
40.4	3.7	9.1

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Memphis, TN/AR/MS 11/84
Office, professional & technical	
Payroll clerks	$ 6.81
Accounting clerks	6.25
File clerks	6.18
Typists	7.58
Key entry operators	6.16
Secretaries	7.81
Stenographers	NA
Switchbd opr-recept's	5.29
Drafters	8.63
Electronics technicians	10.16
Computer operators	7.83
Computer programmers	9.84
Computer systems analysts	14.20
Maintenance & powerplant	
Carpenters	11.38
Electricians	12.90
Engineers, stationary	12.77
Machinists	11.74
Mechanics (machinery)	12.03
Tool & die makers	12.07
Custodial & material movement	
Guards & watchmen	4.40
Janitors, porters & cleaners	4.06
Laborers, mat'l handling	6.88
Shippers & receivers	7.66
Truckdrivers	8.24
Forklift operators	8.52

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
782.5	NA	NA
MANUFACTURING		
213.5	40.5	7.31
DURABLE GOODS		
114.7	41.4	7.36
Lumber & wood prods.-SIC 24		
20.1	42.0	6.79
Furniture & fixtures-SIC 25		
9.3	39.9	6.37
Stone, clay, & glass-SIC 32		
4.9	42.5	7.78
Primary metal industries-SIC 33		
7.8	42.3	8.59
Fabricated metal products-SIC 34		
15.4	42.0	7.36
Machinery, except electrical-SIC 35		
15.0	40.6	7.54
Electric & electronic equipment-SIC 36		
26.2	40.8	7.82
Transportation equipment-SIC 37		
7.3	44.0	7.50
Instruments & misc. mfg.-SIC 38		
8.7	40.1	6.55
NONDURABLE GOODS		
98.8	39.4	7.26
Food & kindred products-SIC 20		
38.6	39.1	5.76
Textile mill products-SIC 22		
3.4	37.5	6.89
Apparel & other textile prods.-SIC 23		
10.8	37.0	5.03
Paper & allied products-SIC 26		
12.5	41.4	11.69
Printing & publishing-SIC 27		
9.8	38.8	7.74
Chemicals & allied products-SIC 28		
6.1	40.9	10.70
Petroleum & coal prods.-SIC 29		
1.2	48.7	8.92
Rubber & misc. plastics prods.-SIC 30		
10.4	41.4	7.86
Leather & leather prods.-SIC 31		
6.0	36.1	5.27

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airport shown in parentheses.

El Dorado 5, 6
Fayetteville 1, 6, 8-11, 13
Fort Smith 1, 2, 5, 6, 8-11
Hot Springs 5, 6
Jacksonville 5 (Little Rock)
Jonesboro 1, 4, 5, 6
Little Rock 3-7, 9, 11, 12, 14-16
North Little Rock 4, 5 (Little Rock)
Pine Bluff 3-5 (Little Rock)
Texarkana 2, 4, 5, 8, 10
West Memphis 1, 4, 5 (Memphis, TN)

Railroads

1. Burlington Northern R.R. Co.
2. Kansas City Southern Railway Co.
3. Norfolk Southern Corp.
4. St. Louis Southwestern Railway Co.
5. Union Pacific System

Airlines

6. Air Midwest
7. American
8. American Eagle
9. Delta
10. Delta Connection
11. Ozark Midwest
12. Republic
13. Republic Express
14. Southwest Airlines
15. TWA
16. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

El Dorado — 2e
Fayetteville — 7e, 3g
Fort Smith — 6e, 1g
Hot Springs — 2e
Jacksonville — 2e
Jonesboro — 4e
Little Rock — 2e
North Little Rock — 5e
Pine Bluff — 2e
Texarkana — 7e
West Memphis — 8e

1. Arkansas Oklahoma Gas Corp.
   115 N. 12th St., Fort Smith 72901
2. Arkansas Power & Light Co.
   P.O. Box 551, Little Rock 72203
3. Arkansas Western Gas Co.
   1001 Sain St., Fayetteville 72701
4. Jonesboro Water & Lt. Plant
   400 E. Monroe, Box 1289 Jonesboro 72401
5. North Little Rock Electric Dept.
   800 Main St., Box 159, North Little Rock 72115
6. Oklahoma Gas & Electric Co.
   321 N. Harvey Ave., Oklahoma City, OK 73102
7. Southwestern Electric Power Co.
   428 Travis St., Box 21106 Shreveport, LA 71156
8. West Memphis Utility Dept.
   604 E. Cooper, Box 1868, West Memphis, 72301

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	1,063	14,674
Gem stones	NA	200
Sand & gravel:		
Construction	8,400	25,000
Industrial	450	6,000
Stone (crushed)	15,000	56,500
Talc	W	W
Combined value of abrasives, bauxite, bromine, cement, gypsum, lime, tripoli, and values indicated by symbol W		176,585
Total 1984 (preliminary)		278,959

* thousand short tons
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
El Dorado	43	82	2755	2109
Fayetteville	35	78	4174	1366
Fort Smith	38	82	3477	1969
Hot Springs	41	82	2932	2147
Jonesboro	38	82	3521	1946
Little Rock	40	82	3152	2045
Pine Bluff	43	83	2729	2272

DEVELOPMENT COUNSELORS:

State Development Agency

Harrington, A. David, Exec. Dir.
Arkansas Ind. Dev. Cmsn.
One State Capitol Mall
Little Rock, 72201
501/371-2052

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Little Rock
Bush, Alton, C.I.D., Ind. Dev. Cslr.
Ark. Power & Light Co.
P.O. Box 551, 72203
501/371-4326
Fleming, O. Nolan, C.I.D.
Econ. & Ind. Dev. Dir.
Gtr. Little Rock Chamber of Comm.
1 Spring St., 72201-2486
501/374-4871
Pine Bluff
Gieringer, Wallace A., C.I.D., Pres.
Jefferson Cty. Ind. Fdtn.
P.O. Box 6866, 71611
501/535-7189

STATE INFORMATION:

Financial assistance to industry:
- Tax exemptions
- Restoration tax abatement
- Bonds for buildings, land, & equip.
- Bonds for pollution control
- Free pre-employment training
- Energy conservation
- Enterprise zones

Tax rates:
- Corporate income tax ..... 4%-8% 8% after $200,000 of La. earnings. Federal income tax is deductible for calculating state income tax, therefore cutting effective state tax rate by one half.
- Personal income tax 2%-4%
- Sales tax 4%
- Franchise and incorp. tax $1.50/M
- Inventory tax ..... 15% of fair share market value
- Gasoline tax ..... $.16/gal.

Advanced education facilities:
- Four-year colleges & universities 28
- Two-year or junior colleges 6
- Vocational & technical schools 53

Medical facilities:
- Hospitals 185
- Clinics ..... NA

Labor analysis:
- Civilian labor force 2,015,900
- High school graduates 47,019

For additional labor market information, contact Dept. of Employ. Security, Employ. Security Bldg., 1001 N. 23rd St., P.O. Box 44094, Capitol Station, Baton Rouge, LA 70804, 504/342-3111

Environment controls:

Patricia L. Norton, Sec'y, Dept. of Environ. Quality, P.O. Box 44066, Baton Rouge, 70804, 504/342-1265

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
LOUISIANA	4,204.0	4,500.7
Alexandria	51.6	54.0
Baton Rouge	220.0	248.6
Bossier City	50.0	54.3
Houma	32.6	34.5
Kenner	66.4	71.2
Lafayette	82.0	82.6
Lake Charles	75.0	75.4
Monroe	57.6	56.6
New Iberia	32.7	NA
New Orleans	557.5	563.3
Shreveport	206.0	216.9
Slidell	27.0	33.6

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	—Thousands—	
Alexandria	135.3	143.0
Baton Rouge	494.0	549.7
Houma-Thibodaux	176.9	191.7
Lafayette	190.2	215.3
Lake Charles	167.0	176.7
Monroe	139.2	145.2
New Orleans	1,256.0	1,337.9
Shreveport	333.0	357.2

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
LOUISIANA		
175.1	42.0	10.46
Baton Rouge		
20.6	43.5	12.02
New Orleans		
46.7	40.8	10.54
Shreveport		
19.9	40.3	10.35

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
LOUISIANA		
2,015.9	216.2	10.7
Alexandria		
85.1	5.4	8.3
Baton Rouge		
265.8	26.2	9.9
Houma-Thibodaux		
86.0	9.0	10.5
Lafayette		
112.6	9.7	8.6
Lake Charles		
75.3	9.9	13.2
Monroe		
65.1	5.8	8.9
New Orleans		
580.4	63.1	10.9
Shreveport		
167.2	15.5	9.3

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	New Orleans 10/85
Office, professional, & technical	
Payroll clerks	$ 7.67
Accounting clerks	7.16
File clerks	4.89
Typists	5.98
Key entry operators	6.54
Secretaries	8.86
Stenographers	9.54
Switchbd opr-receptionists	6.05
Drafters	10.92
Electronics technicians	13.11
Computer operators	8.32
Computer programmers	12.79
Computer systems analysts	15.11
Maintenance & powerplant	
Carpenters	10.82
Electricians	12.90
Engineers, stationary	12.58
Machinists	13.68
Mechanics (machinery)	13.32
Custodial & material movement	
Guards	4.22
Janitors, porters & cleaners	3.93
Laborers, material handling	6.14
Shippers & receivers	7.38
Truckdrivers	8.79
Forklift operators	8.29

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
1,596.7	NA	NA
MANUFACTURING		
181.9	41.6	10.06
DURABLE GOODS		
83.1	41.0	9.25
Lumber & wood prods.-SIC 24		
13.5	38.6	7.59
Furniture & fixtures-SIC 25		
0.8	NA	NA
Stone, clay, & glass prods.-SIC 32		
8.1	42.0	8.83
Primary metal industries-SIC 33		
3.6	NA	NA
Fabricated metal products-SIC 34		
12.9	41.3	9.07
Machinery, except electrical-SIC 35		
9.9	39.9	9.55
Electric & electronic equip.-SIC 36		
10.3	42.5	10.35
Transportation equipment-SIC 37		
21.4	41.2	10.58
NONDURABLE GOODS		
98.8	42.2	10.84

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Local Governmental Support that encourages Business Growth and Prosperity

Find out for yourself how your company can profit from a Northwest Louisiana location. Call or write for information to:

Caddo-Bossier Port Commission
P. O. Box 1983
Shreveport, LA 71166
318/747-5290

THE COORDINATING & DEVELOPMENT CORPORATION
P. O. Box 37005
Shreveport, LA 71133-7005
318/226-7557

Circle 113 on Brochure Service Card

Food & kindred products-SIC 20		
21.8	38.1	7.04
Apparel & other textile prods.-SIC 23		
9.4	40.9	4.78
Paper & allied products-SIC 26		
11.7	43.4	12.56
Printing & publishing-SIC 27		
10.0	38.6	9.10
Chemicals & allied products-SIC 28		
29.1	43.7	14.67
Petroleum & coal prods.-SIC 29		
13.0	47.8	13.72

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Alexandria 3, 7, 8, 11, 14, 31
Baton Rouge 2, 3, 8, 10, 13, 15, 18, 29, 31
Bossier City 2, 3, 5, 7 (Shreveport)
Houma 7 (New Orleans)
Kenner 2, 3 (New Orleans)
Lafayette 7, 11, 13, 31
Lake Charles 3, 7, 8, 14, 31
Monroe 1, 2, 8, 11, 14-16, 30, 31
New Iberia 7 (Lafayette)
New Orleans 2-4, 6-10, 12, 13, 15, 17, 19-29, 31-37
Shreveport 2, 3, 5, 7, 8, 10, 13, 15, 29, 31
Slidell 2, 4 (New Orleans)

Railroads

1. Arkansas & Louisiana Missouri Rwy.
2. Illinois Central Gulf R.R. Co.
3. Kansas City Southern Railway Co.
4. Norfolk Southern Corp.
5. St. Louis Southwestern Co.
6. Seaboard System Railroad
7. Southern Pacific Transportation Co.
8. Union Pacific System

Airlines

9. Air New Orleans
10. American
11. American Eagle
12. Aviateca
13. Continental
14. Continental Commuter
15. Delta
16. Delta Connection
17. Eastern
18. Flight Line
19. Florida Express
20. Lacsa
21. Midway Airlines
22. Muse Air
23. New York Air
24. Ozark
25. PBA - Provincetown - Boston
26. People Express
27. Piedmont
28. Pride Air
29. Republic
30. Republic Express
31. Royale Airlines
32. Sahsa
33. Southwest Airlines
34. Taca
35. TWA
36. United
37. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Alexandria — 2e, 1g, 9g
Baton Rouge — 5e, 8g
Bossier City — 13e
Houma — 6eg, 12g
Kenner — 10e, 8g
Lafayette — 7e, 9g, 14g
Lake Charles — 5e, 4g
Monroe — 10e, 8g, 14g
New Iberia — 3e, 4g
New Orleans — 10e, 11eg
Shreveport — 13e
Slidell City — 3e, 8g

1. Alexandria Gas Dept.
   911 Casson St., Alexandria 71301
2. Alexandria Util. Div.
   City Hall, P.O. Box 71, Alexandria 71301
3. Central Louisiana Electric Co., Inc.
   415 Main St., Pineville 71360
4. Entex Inc.
   P.O. Box 2628, Houston, TX 77001
5. Gulf States Utilities Co.
   Box 2431, Baton Rouge 70821
6. Houma Municipal Gas System, Light & Water
   Box 6097, Houma 70361
7. Lafayette Utilities System
   Box 4017-C, Lafayette 70502
8. Louisiana Gas Service Co.
   P.O. Box 433, Harvey 70059
9. Louisiana Intrastate Gas Corp.
   P.O. Box 1352, Alexandria 71301
10. Louisiana Power & Light Co.
    142 Delaronde St., New Orleans 70174
11. New Orleans Public Service, Inc.
    317 Baronne St., New Orleans 70160
12. Oceana Heights Gas Co.
    302 Schriever Hwy., Thibodaux 70301
13. Southwestern Electric Power Co.
    428 Travis St., Box 21106, Shreveport 71156
14. Trans Louisiana Gas Co.
    201 Rue Iberville, Lafayette 70508

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	515	10,673
Gem stones	NA	1
Salt	12,841	152,006
Sand & gravel:		
Construction	17,600	67,200
Industrial	300	4,300
Stone (crushed)	6,200	28,000
Sulfur — thou. metric tons (Frasch)	2,058	W
Combined value of cement, clays (bentonite), gypsum, lime, and values indicated by symbol W		306,107
Total 1984 (preliminary)		568,287

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data
' excludes bentonite

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Alexandria	48	83	1961	2521
Baton Rouge	51	82	1673	2605
Houma	54	82	1315	2755
Lafayette	52	82	1560	2675
Lake Charles	52	82	1579	2682
Monroe	45	82	2404	2340
Shreveport	46	83	2269	2444

DEVELOPMENT COUNSELORS:

State Development Agency

Hackett, William T., Asst. Sec'y
Louisiana Off. of Comm. & Ind.
P.O. Box 94185
Baton Rouge, 70804-9185
504/342-5361

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Alexandria
LeBlanc, William R., Econ. Dev. Dir.
Kisatchie Delta Reg. Plng. & Dev. Dist., Inc.
P.O. Box 8076
1220 MacArthur Dr., 71303
318/487-5454

Baton Rouge
Barnes, John H., Exec. Dir.
Capital Econ. Dev. Dist. Council, Inc.
4864 Constitution Ave.
Suite 2-A, 70808
504/926-4371

Little, William B., Pres. & C.E.O.
Gtr. Baton Rouge Chamber of Comm.
P.O. Box 3217, 70821
504/381-7125

Bogalusa
Rayborn, Talmage, Exec. Dir.
Washington Ind. Dev. Fdtn.
P.O. Box 668, 70427
504/735-7565

Lafayette
Thomas, Ralph U., Exec. Dir.
Lafayette Econ. Dev. Auth.
P.O. Drawer 51307, 70505
318/233-2705

Monroe
Luke, Miles K., C.I.D., Exec. Dir.
Ind. Dev. Board of N.E. La.
141 Desiard St., Suite 511, 71201
318/387-0787

New Orleans
Mertens, Ronald J., Dir.
Econ. Dev. Council
The Chamber/N. Orleans & River Reg.
P.O. Box 30240, 70190
504/527-6952

Ruston
Berry, Jim, Exec. Dir.
Ruston/Lincoln Ind. Dev. Corp.
P.O. Drawer F, 71270
318/255-2031

Shreveport
Director
Caddo-Bossier Port Cmsn.
P.O. Box 1983, 71166
318/747-5290

OKLAHOMA

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for buildings, land, & equip.
- Bonds for pollution control
- Aid for job training

Tax rates:
- Corporate income tax 4%
- Personal income tax ..... 6% maximum
- Sales tax 3.25%
- Franchise & incorp tax ..... $1.25/M; $20,000 maximum
- Inventory tax ..... local
- Gasoline tax ..... $.10/gal.

Advanced education facilities:
- Four-year colleges & universities 24
- Two-year or junior colleges 19
- Vocational & business schools 44

Medical facilities:
- Hospitals 165
- Clinics ..... NA

Labor analysis:
- Civilian labor force 1,547,100 (9/85)
- High school graduates ... 34,626 (1985)
- Mfg. workers in unions 15.3%

For additional labor market information, contact Employ. Security Commission, Will Rogers Memorial Office Bldg., Oklahoma City, OK 73105, 405/557-7104

Environment controls:

Air pollution, solid, & industrial waste: Dpty. Cmsr., Environ. Health Services, 10th & Stonewall, Oklahoma City, 73105, 405/271-4468

Water pollution: Dir., Oklahoma Water Quality Service (same address and phone as above)

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	Thousands	
OKLAHOMA	3,025.3	3,348.6
Bartlesville	34.6	NA
Broken Arrow	35.8	NA
Del City	28.4	NA
Edmond	34.6	NA
Enid	50.4	53.1
Lawton	80.1	83.9
Midwest City	49.6	52.9
Moore	35.1	NA
Muskogee	40.0	43.4
Norman	68.0	77.3
Oklahoma City	403.2	440.1

INDUSTRIOUS DEVELOPMENT

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– J.R. Mosteller
President
Oklahoma Natural Gas Company

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Ken Coe, Manager – Industrial Development, Oklahoma Natural Gas Company.
P.O. Box 871, Tulsa, OK 74102,
(918) 588-7547.

Oklahoma

Circle 78 on Brochure Service Card

OKLAHOMA

Ponca City	26.2	NA
Shawnee	26.5	28.9
Stillwater	38.3	NA
Tulsa	360.9	374.1

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	—Thousands—	
Enid	62.8	66.1
Fort Smith, AR/OK	162.5	175.5
Lawton	112.5	116.9
Oklahoma City	861.0	971.8
Tulsa	689.6	738.4

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
OKLAHOMA		
169.8	41.2	9.83
Oklahoma City		
52.6	41.1	10.47
Tulsa		
51.9	39.3	10.34

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
OKLAHOMA		
1,547.1	97.5	6.3
Enid		
30.2	1.9	6.1
Lawton		
41.2	2.2	5.3
Oklahoma City		
496.9	26.1	5.3
Tulsa		
356.4	22.2	6.2

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Oklahoma City 8-'85
Office, professional, & technical	
Payroll clerks	$ 7.71
Accounting clerks	7.55
File clerks	5.42
Typists	5.83
Key entry operators	6.86
Secretaries	8.70
Stenographers	NA
Switchbd opr-recept's	6.06
Drafters	9.10
Electronics technicians	NA
Computer operators	7.96
Computer programmers	11.58
Computer systems analysts	15.21
Maintenance & powerplant	
Carpenters	NA
Electricians	14.16
Engineers, stationary	13.09
Machinists	NA
Mechanics (machinery)	10.90
Tool & die makers	14.08
Custodial & material movement	
Guards	5.48
Janitors, porters & cleaners	5.40
Laborers, material handling	6.78
Shippers & receivers	8.99
Truckdrivers	8.92
Forklift operators	10.34

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
1,184.9	NA	NA
MANUFACTURING		
174.1	41.6	9.64
DURABLE GOODS		
109.5	42.5	9.87
Lumber & wood prods.-SIC 24		
3.4	NA	NA
Stone, clay, & glass prods.-SIC 32		
11.0	42.3	10.16
Primary metal industries-SIC 33		
4.1	42.6	9.19
Fabricated metal products-SIC 34		
17.5	40.9	9.28
Machinery, except electrical-SIC 35		
36.0	44.7	9.34
Electric & electronic equipment-SIC 36		
12.0	42.4	9.42
Transportation equipment-SIC 37		
19.7	40.9	12.61
Instruments & related prods.-SIC 38		
2.2	43.9	9.50
NONDURABLE GOODS		
64.6	40.1	9.21
Food & kindred products-SIC 20		
14.6	40.7	7.87
Apparel & other textile prods.-SIC 23		
9.2	36.5	4.80
Paper & allied products-SIC 26		
3.4	41.5	9.78
Printing & publishing-SIC 27		
11.6	40.8	9.37
Petroleum & coal prods.-SIC 29		
8.6	NA	NA
Rubber & misc. plastics prods.-SIC 30		
11.7	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Bartlesville 1, 3 (Tulsa)
Broken Arrow 3 (Tulsa)
Del City (Oklahoma City)
Edmond 1 (Oklahoma City)
Enid 1-3, 12
Lawton 2, 3, 6, 8,10
Midwest City 1 (Oklahoma City)
Moore 1 (Oklahoma City)
Muskogee 2, 3, 4 (Tulsa)
Norman 1 (Oklahoma City)
Oklahoma City 1-3, 5-7, 9, 11, 13-21
Ponca City 1, 12
Shawnee 1, 3 (Oklahoma City)
Stillwater 1, 12
Tulsa 1-5, 7, 9, 11-17, 19-21

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. Missouri-Kansas-Texas R.R. Co.
4. Union Pacific System

Airlines

5. Air Midwest
6. Altus Airlines
7. American
8. American Eagle
9. Delta
10. Delta Connection
11. Eastern
12. Exec Express
13. Frontier Airlines
14. Ozark Air Lines
15. Republic
16. Skybus, Inc.
17. Southwest Airlines
18. Sunworld Int'l Airways
19. TWA
20. United
21. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bartlesville — 7e, 3g
Broken Arrow — 7e
Del City — 4e
Edmond — 2e
Enid — 4e, 5g
Lawton — 7e, 1g
Midwest City — 4e
Moore — 4e
Muskogee — 4e, 5g
Norman — 4e, 5g
Oklahoma City — 4e, 5g
Ponca City — 6e, 5g
Shawnee — 4e, 5g
Stillwater — 8e, 5g
Tulsa — 7e, 5g

1. Arkansas Louisiana Gas Co.
   525 Milan, Shreveport, LA 71151
2. Edmond Electric Dept.
   315 S.W. 33rd St., Edmond 73034
3. KPL Gas Service
   818 Kansas Ave., Box 889, Topeka, KS 66601
4. Oklahoma Gas and Elec. Co.
   321 N. Harvey Ave., Oklahoma City 73102
5. ONEOK Inc.
   100 W. 5th St., Tulsa 74102
6. Ponca City Mun. Lt. Dept.
   1400 N. Union, Box 1450, Ponca City 74602
7. Public Service Co. of OK
   212 E. 6th St., Tulsa 74119
8. Stillwater Electric Dept.
   723 S. Lewis, Box 1449, Stillwater 74074

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	50	3,420
Portland	1,800	88,600
Clays	991	2,408
Gem stones	NA	2
Gypsum	1,500	12,300
Pumice	W	W
Sand & gravel:		
Construction	8,400	22,200
Industrial	1,240	15,000

SOME PRETTY IMPORTANT THINGS ABOUT LOCATING IN TULSA AREN'T VERY PRETTY AT ALL

Hard, cold, comprehensive facts you need to know before you decide to locate in Tulsa are available in plenty.

Not exactly exciting, glamorous reading. But what they lack in visual charm and beauty, they make up for in reliable details—the kind you need to make an intelligent location decision for your company.

What's more, all this input is available at no cost or obligation to qualified companies considering a Tulsa business site.

Pick your categories and mail the reply card. Or, send your request on your company's stationery to: Rick Weddle, Vice President, Tulsa Economic Development Commission, 616 South Boston, Tulsa, OK 74119. Or call 918/585-1201.

We'll get what you want to know back to you. Pretty fast.

Feasibility Briefs
Independent and objective briefs on Tulsa as a business facility location, prepared by a national research institute, for these industries:

- Electronic Component and Instruments Manufacturing
- Medical and Surgical Equipment Manufacturing
- Plastic Products Manufacturing
- Machinery and Transportation Manufacturing
- Data Processing and Administrative Activities
- Research and Development Activities
- General Manufacturing

Tulsa Economic Development Information System
A computerized data base developed and supervised by a national research institute providing the most comprehensive, accurate, and current Tulsa site location data, based upon the criteria established by the inquiring company. Subjects include:

- Demographics
- Labor
- Education
- Energy & Utilities
- Transportation
- Sites & Structures
- Services & Supplies
- Quality of Life
- And more

Industrial Sites
Tulsa area-wide inventory of industrial buildings and warehouse facilities available in accordance with requested specifications.

Office Buildings
Current inventory of office buildings and space availability in Tulsa's central business district as well as suburban markets, by request.

Building Sites
Details on both developed industrial/business parks and undeveloped available property, by request.

Capital Consultation
Financial consultation and assistance through local institutions and industrial authorities. Includes packaging and structuring of funding through conventional loans, tax-exempt industrial revenue bonds, and venture capital sources.

Community Proposals
Detailed community proposals of comparative data analysis, covering specific requirements and interests of companies considering a Tulsa facility location. Requests answered promptly and confidentially.

TULSA For any business state of mind.

Circle 79 on Brochure Service Card

When it comes to BUSINESS CLIMATE

We're a little weather vain . . .

. . . about the great business temperature in these parts. Low initial and operating costs, plus a highly productive labor force, put profitability in your forecast. Send for our **Business Weather Report.** You'll get some interesting information. And, a free thermometer to remind you of our great climate. . . business-wise.

Find it on the Plains of the Southwest
(NM, OK, KS, TX)

SPS **SOUTHWESTERN PUBLIC SERVICE COMPANY**

Area Development Department
P. O. Box 1261
Amarillo, Texas 79170
(806) 378-2183

Circle 89 on Brochure Service Card

Stone:		
Crushed	28,500	92,000
Dimension	12	771
Combined value of feldspar, iodine, lime, salt, tripoli, and values indicated by symbol W		16,477
Total 1984 (preliminary)		253,178

* thousand short tons
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Bartlesville	35	82	3842	1886
Enid	35	84	3764	2075
Lawton	39	84	3237	2216
Muskogee	38	83	3409	2038
Oklahoma City	36	82	3735	1914
Ponca City	32	83	4279	1886
Stillwater	35	82	3793	1920
Tulsa	35	83	3731	2043

DEVELOPMENT COUNSELORS:

State Development Agency

Matthews, Steve, Exec. Dir.
Phillips, Grover C., Ind. Div. Dir.
Maus, Bill, Internat'l Trade Dir.
Young, Arnold, Mktg. Svcs. Dir.
Dept. of Econ. Dev.
Office of the Governor
4024 N. Lincoln
Oklahoma City, 73105
405/521-2401

Railroad & Water Carriers

(See Transportation Index, page 28)

Areas & Others

Duncan
Page, Drewery I., Pres.
Stevens Cty. Econ. Dev. Task Force
P.O. Box 1051, 822 Willow, 73534
405/255-5305

Midwest City
King, R.E. "Bob," Exec. Dir.
Midwest City Econ. Dev. Cmsn.
P.O. Box 10980, 73140
405/733-3801

Norman
Moore, Ken, Pres.
Norman Chamber of Comm.
P.O. Box 982, 73070
405/321-7260

Oklahoma City
DeBee, Harry E., Sr. V.P.
Liberty Nat'l Bank & Trust Co.
100 Broadway, 73102
405/231-6009

Strasbaugh, Paul B., Exec. V.P.
Oklahoma City Chamber of Comm.
4 Santa Fe Plz., 73102
405/232-6381 Ext. 240

Ponca City
Long, Robert R., C.I.D., Exec. V.P.
Ponca City Ind. Fdtn., Inc.
P.O. Box 1722, 74602
405/762-6385

Tulsa
Coe, Kenneth H., Ind. Dev. Mgr.
Okla. Natural Gas Co.
P.O. Box 871, 74102-0871
918/588-7547
Thompson, Mickey, Ind. Dev.
Tulsa Econ. Dev. Cmsn.
616 S. Boston, 74119
918/585-1201

STATE INFORMATION:

Financial assistance to industry:
Bonds for pollution control
Industrial revenue bonds
Texas Rural Industrial Dev. Act

Tax rates:

Corporate income tax	NA
Personal income tax	NA
Personal property tax	varies
Sales tax	4.125%
Incorporation tax	NA
Franchise tax	$5.25/m
Inventory tax	varies
Gasoline tax	$.10/gal.

Advanced education facilities:

Four-year colleges & universities	74
Two-year or junior colleges	66
Vocational & business schools	500

Medical facilities:

Hospitals	563
Clinics	NA

Labor analysis:
Civilian labor force..... 8,163,600 (7/85)
High-school grads.... 172,099 (1981-82)
For additional labor market information, contact Employ. Commission, TEC Bldg., 15th & Congress Ave., Austin, TX 78778, 512/397-4111

Environment controls:

Air pollution: Bill Stewart, Exec. Dir., Air Control Bd., 6330 Highway 290 E., Austin, 78723, 512/451-5711

Water pollution: Larry Soward, Exec. Dir., Texas Commission, Stephen F. Austin Bldg., Austin 78711, 512/475-3187

Make The Right Move!

The Texas coastal heartland of Brazoria County can put you one jump ahead of the competition with a complete transportation system and support services at your fingertips.

You'll find a variety of transportation modes at your disposal. From guaranteed overnight delivery of small packages to a 38' deep water harbor (soon to be deepened to 45') with port facilities processing transglobal shipments.

Trucking needs are handled by more than 40 common carriers over a network of state and interstate highways linking all major areas of the country. And that's not all. The intracoastal waterway offers inland shipping for barge traffic from Texas to Florida and rail shipments are met by the Missouri Pacific Railroad of the Union Pacific System. Major commuter and airfreight facilities are just a one hour drive to Houston while the Brazoria County Airport handles corporate and emergency air taxi service.

The next move YOU make should be to Brazoria County. Come bask in our profitable climate — you'll be glad you made the move.

For more information call (409) 239-2416. Or write for detailed information: BEDCO, 200 W. Second St., Suite 305, Freeport, Texas 77541.

BEDCO

Brazosport Economic Development Corporation

The Right Move!™

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"Sign up for Texas Business 101."

Who has 93% of Texas' lignite and coal production? Who has 54.5% of the big state's retail sales? And 55.7% of Texan's personal income? All this with only 20% of the land! Send for the "East Texas Story" and you'll learn the surprising basics about the Business Side of Texas. Reading this Industrial Guide will be like taking Texas Business 101. You'll learn about transportaton, education, labor, population trends ... plus you'll get a feel for the friendly business climate. And what you learn will be very encouraging. Over 100 pages of facts and figures in the East Texas Story will prepare you for your next course in Texas Business. However, you will be totally unprepared to discover what a beautiful place East Texas is. No deserts here, and no cactus. East Texas is a land of forests and lakes. So, sign up for Texas Business 101. For successful managers it's a required course.

The Business Side of Texas!

East Texas
Chamber of Commerce
P.O. Box 1592
Longview, Texas 75606

Circle 83 on Brochure Service Card

The Branch you can call home . . .

- Fifteen minutes from downtown Dallas.
- Fifteen minutes from DFW Airport.
- Established Industrial and Commercial Base.
- Quality city services.
- Favorable tax environment.
- Educational and people resources that support your plans for business growth.

For more information about Farmers Branch and its relocation advantages, contact Charlie McIlvain (214) 247-3131 or write P.O. Box 340435 Farmers Branch, Texas 75234

Circle 84 on Brochure Service Card

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
TEXAS	14,228.4	16,167.6
Abilene	98.3	109.5
Amarillo	149.2	162.7
Arlington	160.1	215.2
Austin	345.5	404.2
Baytown	56.9	59.9
Beaumont	118.1	123.7
Brownsville	85.0	95.9
Bryan	44.3	56.1
Carrollton	40.6	54.0
College Station	37.3	46.5
Corpus Christi	232.0	260.3
Dallas	904.1	972.9
Del Rio	30.0	NA
Denton	48.1	49.4
Duncanville	27.8	NA
Edinburg	24.1	30.2
El Paso	425.3	469.9
Fort Worth	385.1	417.5
Galveston	61.9	62.5
Garland	138.9	161.3
Grand Prairie	71.5	87.1
Haltom City	29.0	NA
Harlingen	43.5	52.2
Houston	1,594.1	1,723.6
Hurst	31.4	NA
Irving	109.9	124.2
Killeen	46.3	58.0
Kingsville	28.8	NA
Laredo	91.4	107.7
Longview	62.8	74.0
Lubbock	174.0	183.4
Lufkin	28.6	NA
Marshall	25.0	24.7
McAllen	67.0	77.7
Mesquite	67.1	77.8
Midland	70.5	94.1
Mission	22.6	29.1
Nacogdoches	27.1	NA
North Richland Hills	30.6	NA
Odessa	90.0	106.8
Paris	25.5	NA
Pasadena	112.6	118.6
Plano	72.3	96.2
Port Arthur	61.2	64.1
Richardson	72.5	78.1
San Angelo	73.2	84.1
San Antonio	785.4	860.1
Sherman	30.4	31.4
Temple	42.5	46.2
Texarkana*	52.8	55.7
Texas City	41.4	43.2
Tyler	70.5	74.5
Victoria	50.7	57.4
Waco	101.3	105.8
Wichita Falls	94.2	97.5

* Texarkana is a two-state city. Total includes both Tex. and Ark.

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	—Thousands—	
Abilene	110.9	120.7
Amarillo	173.7	193.3
Austin	536.5	657.0
Beaumont-Port Arthur	375.5	397.4
*Brazoria	170.0	203.1
Brownsville-Harlingen	209.7	241.5

Bryan-College Station	93.6	111.3
Corpus Christi	326.2	358.0
*Dallas	1,957.0	2,238.4
El Paso	479.9	538.3
*Fort Worth-Arlington	973.0	1,141.0
*Galveston-Texas City	195.9	214.8
*Houston	2,905.4	3,176.8
Killeen-Temple	214.7	237.1
Laredo	99.3	117.1
Longview-Marshall	151.8	169.7
Lubbock	211.7	225.0
*McAllen-Edinburg-Mission	283.2	340.8
Midland	82.6	104.8
Odessa	115.4	137.5
San Angelo	84.8	95.5
San Antonio	1,072.0	1,190.7
Sherman-Denison	89.8	95.7
Texarkana, TX/AR	113.1	119.5
Tyler	128.4	149.0
Victoria	68.8	77.6
Waco	170.8	185.9
Wichita Falls	121.1	124.3

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
TEXAS		
997.4	41.7	9.46
Dallas—Ft. Worth		
221.8	41.7	9.26
Ft. Worth-Arlington		
110.3	41.5	9.58
Houston		
173.1	42.6	11.20
San Antonio		
49.5	40.3	7.28

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
TEXAS		
7,996.6	577.1	7.2
Abilene		
64.4	3.3	5.1
Amarillo		
102.5	6.0	5.8
Austin		
401.8	18.7	4.6
Beaumont-Port Arthur		
171.9	23.3	13.6
Brazoria		
83.4	7.1	8.6
Brownsville-Harlingen		
92.6	12.9	13.9
Bryan-College Station		
57.9	2.9	5.0
Corpus Christi		
172.8	16.0	9.2
Dallas		
1,321.0	67.3	5.1
El Paso		
208.5	22.2	10.6
Fort Worth-Arlington		
624.6	34.8	5.6
Galveston-Texas City		
97.7	10.8	11.1
Houston		
1,689.7	131.9	7.8
Killeen-Temple		
81.0	6.3	7.8
Laredo		
38.8	5.2	13.4
Longview-Marshall		
77.8	7.9	10.2
Lubbock		
114.3	6.5	5.7
McAllen-Edinburg-Mission		
118.0	25.1	21.3
Midland		
64.1	3.2	5.1
Odessa		
67.8	4.3	6.3
San Angelo		
51.1	2.6	5.0
San Antonio		
543.3	35.4	6.5
Sherman-Denison		
43.5	3.4	7.8
Texarkana		
53.1	5.1	9.6
Tyler		
82.3	5.5	6.7
Victoria		
38.2	2.6	6.9
Waco		
93.4	5.0	5.4
Wichita Falls		
61.7	3.3	5.3

*preliminary figures

UNEXPECTED

Unexpected advantages await you in Midland, Texas. Advantages such as office space and the opportunity for cultural, educational and financial enrichment combine to make Midland the logical choice for business.

Break into Midland - the unexpected dividends will be a pleasant surprise.

Midland, Texas

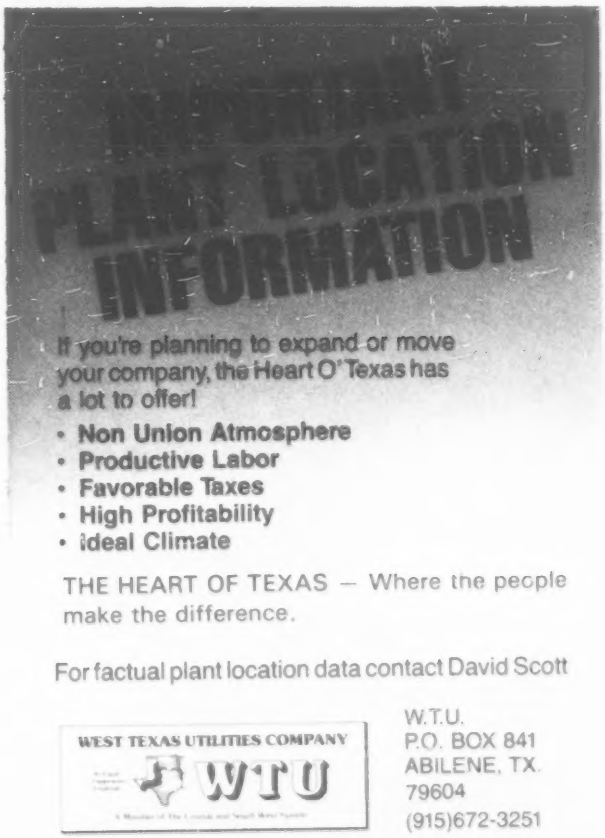
For more information, send this ad and your business card to:
Economic Development Department, Midland Chamber of Commerce
P.O. Box 1890, Midland, Texas 79702 (915) 683-3381

Circle 87 on Brochure Service Card

Area Wage Survey

Average straight-time hourly earnings

	Dallas-FortWorth 12/84	Houston 5/85	San Antonio 5/85	Corpus Christi 7/85
Office, professional, & technical				
Payroll clerks	$7.97	8.81	6.50	7.13
Accounting clerks	7.14	8.03	6.85	6.76
File clerks	5.13	6.21	4.95	NA
Typists	5.92	6.96	NA	NA
Key entry operators	6.68	7.61	6.09	6.79
Secretaries	9.15	10.29	7.86	8.36
Stenographers	9.98	8.90	NA	NA
Switchbd opr-receptionists	6.35	6.70	5.49	5.76
Drafters	10.08	12.73	8.76	9.90
Electronics technicians	11.72	11.13	11.31	13.59
Computer operators	8.48	9.11	7.65	7.53
Computer programmers (business)	12.08	14.18	12.17	11.09
Computer systems analysts	15.99	17.21	15.69	15.03
Maintenance & powerplant (men)				
Carpenters	11.05	13.36	NA	NA
Electricians	12.91	14.18	9.96	14.19
Engineers, stationary	12.20	11.89	10.48	NA
Machinists	12.38	14.07	NA	14.79
Mechanics (machinery)	12.00	13.31	9.68	13.23
Tool & die makers	13.84	13.55	11.07	NA
Custodial & material movement (men)				
Guards	5.39	5.89	4.08	4.34
Janitors, porters & cleaners	4.70	3.97	4.08	4.14
Laborers, material handling	8.23	6.79	6.39	5.43
Shippers & receivers	7.79	8.54	6.44	NA
Truckdrivers	9.65	9.28	7.22	7.03
Forklift operators	9.34	8.68	8.05	6.86



If you're planning to expand or move your company, the Heart O' Texas has a lot to offer!

- **Non Union Atmosphere**
- **Productive Labor**
- **Favorable Taxes**
- **High Profitability**
- **Ideal Climate**

THE HEART OF TEXAS — Where the people make the difference.

For factual plant location data contact David Scott

WEST TEXAS UTILITIES COMPANY WTU

W.T.U.
P.O. BOX 841
ABILENE, TX.
79604
(915)672-3251

Circle 90 on Brochure Service Card

PLANT LOCATION ADVERTISERS

are the authorities that can supply you with detailed economic and industrial data.

For further information on:

- *business climate*
- *financial incentives*
- *demographics*
- *education*
- *lifestyle*
- *major industries*

. . . and other site location data, use the post-paid **READER SERVICE CARD** in the back of the book

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
6,436.6	NA	NA
MANUFACTURING		
996.8	41.7	9.04
DURABLE GOODS		
579.3	41.8	8.83
Lumber & wood prods.-SIC 24		
42.5	39.5	6.54
Furniture & fixtures-SIC 25		
17.8	38.3	5.84
Stone, clay, & glass prods.-SIC 32		
48.8	43.2	8.26
Primary metal industries-SIC 33		
36.1	41.4	9.96
Fabricated metal products-SIC 34		
82.4	41.3	8.59
Machinery, except electrical-SIC 35		
131.8	42.9	8.98
Electric & electronic equipment-SIC 36		
108.5	42.0	9.47
Transportation equipment-SIC 37		
75.4	43.1	11.61
Instruments & related prods.-SIC 38		
23.0	38.9	7.59
Misc. mfg. industries-SIC 39		
12.8	40.2	6.95
NONDURABLE GOODS		
417.4	41.6	9.30
Food & kindred products-SIC 20		
94.8	43.3	7.81
Textile mill products-SIC 22		
5.0	41.6	6.66
Apparel & other textile prods.-SIC 23		
62.0	38.3	4.91
Paper & allied products-SIC 26		
23.8	43.9	9.73
Printing & publishing-SIC 27		
71.6	40.2	8.78
Chemicals & allied products-SIC 28		
76.7	42.5	14.19
Petroleum & coal prods.-SIC 29		
41.9	43.0	14.06
Leather & leather prods.-SIC 31		
8.0	37.0	5.52

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (D) = Dallas/Ft. Worth.

Abilene 2, 8, 16, 23, 27
Amarillo 1, 2, 13, 15, 18, 26, 50
Arlington 4, 8 (D)
Austin 4, 7, 8, 15-17, 24-26, 39, 42, 50, 54-56, 58
Baytown 7, 8 (25, 48 through Clear Lake City)
Beaumont 1, 3, 7, 8, 16, 25, 48
Brownsville 7, 8, 39
Bryan 7, 8 (College Station)
Carrollton 2, 4, 6 (D)
College Station 7, 8, 16, 25, 27, 48
Corpus Christi 7, 8, 15, 24, 29, 42, 50, 52, 55
Dallas 1-4, 6-8, 10, 13-16, 20, 21, 24, 26-31, 33, 36-46, 50, 53-56, 58
Del Rio 7, 52
Denton 1, 4, 8 (D)
Duncanville 1 (D)
El Paso 1, 6-8, 15, 17, 26, 30, 50, 56, 58
Fort Worth 1, 2, 4, 6-8 (see Dallas for airlines)
Galveston 1, 2, 4, 7, 8 (25, 48 through Clear Lake City)
Garland 1, 4 (D)
Grand Prairie 4, 8 (D)
Haltom City (D)
Harlingen 7, 8, 15, 50
Houston 1, 2, 4-9, 11, 12, 15, 16, 19, 21-26, 29, 30, 32, 33, 39, 41-46, 48-51, 54-58
Hurst 2, 4 (D)
Irving 2, 4 (D)
Killeen 1, 16, 27, 47
Kingsville 8 (Corpus Christi)
Laredo 8, 15, 16, 25, 48
Longview 1, 8, 16, 35
Lubbock 1, 2, 15, 18, 26, 50
Lufkin 6, 7 (Houston)
McAllen 7, 8, 24, 39
Mesquite 8 (D)
Midland 8, 15, 30, 34, 39, 50
Nacogdoches 7 (Longview)
North Richland Hills (D)
Odessa 8 (Midland)
Paris 1, 2, 8, 28
Pasadena 1, 2, 4, 7, 8 (Houston)
Plano 6, 7 (D)
Port Arthur 3, 7 (Beaumont)
Richardson 1, 7 (D)
San Angelo 1, 16, 27
San Antonio 4, 7, 8, 15, 16, 24, 26, 29, 36, 39, 41, 42, 50, 52, 54-56, 58
Sherman 2, 4, 6-8 (D)

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Moore County Development Inc.

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- Non Union Atmosphere
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- Start Up Training Programs
- 11 Available Industrial Buildings
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ABILENE

For Additional Information Contact

Gary Vest

ABILENE INDUSTRIAL FOUNDATION, INC.

P.O. Box 2281 Abilene, Texas 79606
(915) 677-7241

Temple 1, 4, 27, 47
Texarkana 3, 6, 8, 16, 27
Texas City 1, 2, 4, 7, 8 (25, 48 through Clear Lake City)
Tyler 6, 8, 16, 35
Victoria 7, 8, 25, 48
Waco 4, 6-8, 16, 27
Wichita Falls 2, 4, 16, 27

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. Kansas City Southern Railway Co.
4. Missouri-Kansas-Texas R.R. Co.
5. Norfolk Southern Corp.
6. St. Louis Southwestern Railway Co.
7. Southern Pacific Trans. Co.
8. Union Pacific System

Airlines

9. Aeromexico
10. Air Canada
11. Air France
12. Air Link
13. Air Midwest
14. Altus Airlines
15. American
16. American Eagle
17. America West
18. Aspen Airways
19. Aviateca
20. Braniff
21. British Caledonian
22. Cayman Airways
23. Chaparral Airlines
24. Continental
25. Continental Commuter
26. Delta
27. Delta Connection
28. Eagle Commuter Airlines
29. Eastern
30. Frontier Airlines
31. Jet America Airlines
32. KLM
33. Lufthansa
34. Mesa Air Shuttle
35. Metroflight Airlines
36. Mexicana
37. Midway Airlines
38. Midwest Express
39. Muse Air
40. Northwest
41. Ozark Air Lines
42. Pan American
43. Pan Am Express
44. People Express
45. Piedmont
46. Republic
47. Rio Airways
48. Royale Airlines
49. Sahsa
50. Southwest Airlines
51. Taca
52. Texas National Airlines
53. Thai Airways Int'l
54. TWA
55. United
56. USAir
57. Viasa
58. Western Airlines

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e = electric g = gas

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Arlington — 27e, 17g
Austin — 2e, 22g
Baytown — 16e, 12g
Beaumont — 14e, 12g
Brownsville — 3e, 19g
Bryan — 4e, 17g
Carrollton — 27e, 17g
College Station — 6e, 17g
Corpus Christi — 5e, 7g
Dallas — 27e, 17g
Del Rio — 5e, 8g, 26g
Denton — 9e, 17g
Duncanville — 27e, 17g
El Paso — 10e, 22g
Fort Worth — 27e, 17g
Galveston — 16e, 22g
Garland — 13e, 27e, 17g
Grand Prairie — 27e, 17g
Haltom City — 27e, 17g
Harlingen — 5e, 19g
Houston — 16e, 12g
Hurst — 27e, 17g
Irving — 27e, 17g
Killeen — 27e, 17g
Kingsville — 5e, 12g
Laredo — 5e, 12g
Longview — 23e, 12g, 21g
Lubbock — 18e, 24e, 11g
Lufkin — 27e, 12g
McAllen — 5e, 19g
Mesquite — 27e, 17g
Midland — 27e, 11g
Nacogdoches — 27e, 12g
North Richland Hills — 27e, 17g
Odessa — 27e, 11g
Paris — 27e, 17g
Pasadena — 16e, 12g
Plano — 27e, 17g
Port Arthur — 14e, 22g
Richardson — 27e, 17g
San Angelo — 29e, 17g
San Antonio — 20eg, 13Ag
Sherman — 27e, 17g
Temple — 27e, 17g
Texarkana — 23e, 1g
Texas City — 25e, 12g
Tyler — 27e, 12g
Victoria — 5e, 12g
Waco — 27e, 17g
Wichita Falls — 27e, 17g

1. Arkansas-Louisana Gas Co.
   525 Milan, Shreveport, LA 71151
2. Austin Elec. Dept.
   P.O. Box 1088, Austin 78767
3. Brownsville Public Util. Bd.
   1425 Robin Hood Dr., Box 3270, Brownsville 78520
4. Bryan Mun. Elec. System
   300 S. Washington, Box 1000, Bryan 77805
5. Central Power & Light Co.
   120 N. Chaparral St., Corpus Christi 78403
6. College Station Utilities
   1101 Texas Ave., Box 10230, College Station 77840

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7. Corpus Christi Gas Division
4225 S. Port Ave., Corpus Christi 78415-5311
8. Del Rio Gas System
201 E. De La Rosa, Del Rio 78840
9. Denton Mun. Utilities
215 E. McKinney, Denton 76201
10. El Paso Electric Co.
303 N. Oregon, Box 982, El Paso 79960
11. Energas Co.
301 Taylor, Amarillo 79189
12. Entex Inc.
P.O. Box 2628, Houston 77001
13. Garland Power & Light System
Box 469002, Garland 75046-9002
13A. Grey Forest Utilities
14570 State Hwy. 16 N., Helotes 78023
14. Gulf States Utilities Co.
350 Pine St., Box 2951, Beaumont, TX 77704
15. Gulf States Utilities Co.
Box 2431, Baton Rouge, LA 70821
16. Houston Lighting & Power Co.
P.O. Box 1700, Houston 77001
17. Lone Star Gas Co.
301 S. Harwood St., Dallas 75201
18. Lubbock Power & Light Dept.
P.O. Box 2000, Lubbock 79457
19. Rio Grande Valley Gas Co.
Box 3690, Brownsville 78520
20. San Antonio Public Service Bd.
145 Navarro St., Box 1771, San Antonio 78296
21. Southern Gas
110 E. Cotton, Longview 75601
22. Southern Union Co. & Consolidated Subsidiaries
1800 InterFirst Two Bldg., Dallas 75270
23. Southwestern Electric Power Co.
428 Travis St., P.O. Box 21106
Shreveport, LA 71156
24. Southwestern Pub. Service Co.
6th at Tyler, Box 1261, Amarillo 79170
25. Texas-New Mexico Power Co.
4100 Int'l Plaza, Box 2943, Ft. Worth 76113
26. Texas Oil & Gas Corp.
1700 Pacific Ave. LB# 10, Dallas 75201-4696
27. Texas Utilities Electric Co.,
2001 Bryan Tower, Dallas 75201
28. Western Gas Corp.
110 E. Cotton, Longview 75601
29. West Texas Utilities Co.
301 Cypress, Abilene 79601

When you contact industrial developers listed in

PLANT LOCATION

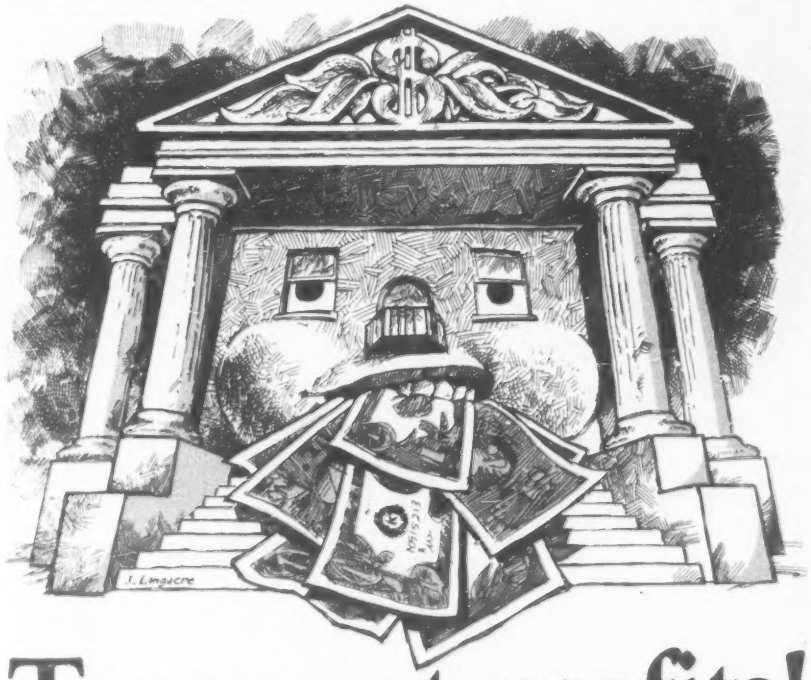
tell them where you saw their name

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	10,900	603,200
Masonry	310	22,360
Clays	3,971	27,952
Gem stones	NA	175
Gypsum	2,273	18,536
Helium — mil. cubic ft.: (Grade A)	W	W
Lime	1,210	66,130
Salt	8,142	64,896
Sand & gravel:		
Construction	53,200	195,200
Industrial	2,200	32,400
Stone:		
Crushed	79,800	255,000
Dimension	47	11,236
Sulfur (Frasch) — thou. metric tons	2,772	W
Talc & soapstone	288	5,000
Combined value of fluorspar, helium (crude), iron ore, magnesium chloride, magnesium compounds, sodium sulfate, and values indicated by symbol W		415,631
Total 1984 (preliminary)		1,717,716

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data



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Grace M. Rhodes
Manager, Industrial Development
Central Power and Light Company
P.O. Box 2121, Department PL-46
Corpus Christi, TX 78403

South Texas

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CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Abilene	43	84	2621	2467
Amarillo	35	79	4231	1428
Austin	49	85	1760	2914
Big Spring	43	83	2658	2312
Brownsville	60	84	609	3772
Corpus Christi	56	85	970	3574
Dallas	45	86	2301	2846
Denton	44	85	2460	2540
El Paso	44	83	2664	2096
Fort Worth	44	86	2407	2809
Galveston	54	83	1253	2967
Harlingen	59	84	786	3770
Houston	51	83	1549	2761
Laredo	56	87	926	4043
Lubbock	39	80	3516	1676
McAllen	59	84	755	3833
Midland	44	82	2658	2126
Port Arthur	52	83	1477	2861
San Angelo	46	84	2313	2596
San Antonio	50	85	1606	2983
Sherman	41	84	2934	2331
Temple	47	85	2125	2740
Victoria	53	85	1273	3184
Waco	46	86	2126	2891
Wichita Falls	40	86	3011	2506

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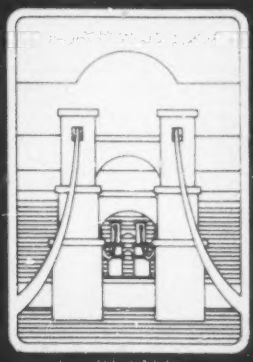

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DEVELOPMENT COUNSELORS:

State Development Agency

Brandon, David, Exec. Dir.
Texas Econ. Dev. Cmsn.
410 E. 5th St.
Capitol Station, Box 12728
Austin 78711
512/472-5059

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

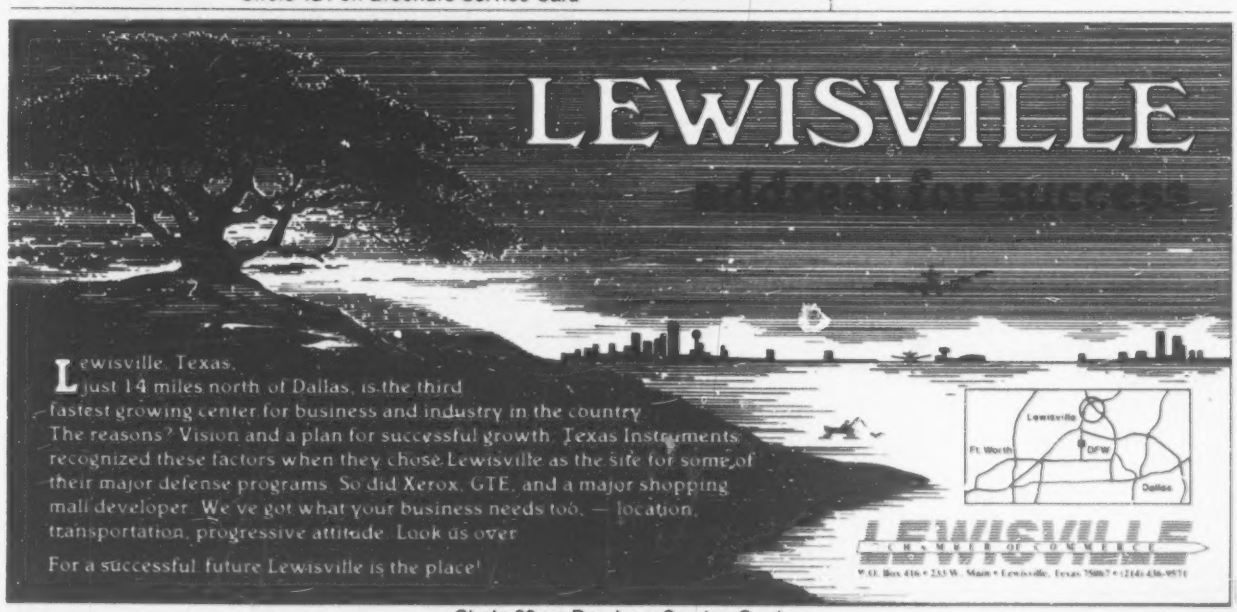
Abilene
Vest, Gary L. Mgr.
Abilene Ind. Fdtn., Inc.
P.O. Box 2281, 79604
915/677-7241

Amarillo
Krebs, Jonathan D. Area Dev. Mgr.
Southwestern Public Svc.
P.O. Box 1261, 79170
806/378-2183

Austin
Petty, Ryan, Bus. Dev. V.P.
Austin Chamber of Comm.
901 W. Riverside, 78704
512/478-9383

Beaumont
Williams, Malcolm M., Bus. Dev. Mgr.
Gulf States Utilities Co.
P.O. Box 2951, 77704
409/839-2165

Corpus Christi
Rhodes, Grace M., Ind. Dev. Mgr.
Central Power & Light Co.
P.O. Box 2121, 78403
512/881-5698



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Holmes, Sam F., Jr., Econ. Dev. V.P.
InterFirst Bank Dallas, N.A.
P.O. Box 83380, 75283
214/744-8537
Statham, Bill, Econ. Dev. Mgr.
Dallas Power & Light Co.
1506 Commerce St., 75201
214/698-7286

Dumas
Grist, John
Moore County Dev.
P.O. Box 324, 79029
806/935-6866

El Paso
Drake, Samuel P., Exec. Dir.
El Paso Ind. Dev. Corp.
9 Civic Center Plaza, 79901
915/532-8281

Farmers Branch
McIlvain, Charles, Mktg. Dir
City of Farmers Branch
P.O. Box 340435, 75234
214/247-3131

Freeport
Director
Brazosport Econ. Dev. Corp.
200 W. Second St.
Suite 305, 77541
409/239-2416

Fort Worth
Bowling, Gary L., V.P., Ind. Dev. Mgr.
Texas American Bank/Fort Worth N.A.
P.O. Box 2050, 76113
817/338-8287
Brooks, Norman G., Field Ops. Dir.
Burlington Northern Railroad
3300 Continental Plz.
777 Main St., 76102
817/878-1506
Sterling, Wayne L., Group V.P., Econ. Dev.
Fort Worth Chamber of Comm.
700 Throckmorton St., 76102-5073
817/336-2491

Harlingen
Bee, Edward R., C.I.D., Econ. Dev. V.P.
Harlingen Area Chamber of Comm.
P.O. Box 189, 78551
512/423-5440

Houston
Brown, George, Ind. Sales Coord.
Friendswood Dev. Co.
2525 Bay Area Blvd.
Suite 600, 77058
713/486-2813
Davison, Dorothy, Acting Exec. Dir.
Harris Cty. Comm. Dev. Agency
3100 Timmons La., Ste. 202, 77027
713/626-5651
Fuller, Kent, Econ. Dev. Mgr.
Houston Chamber of Comm.
1100 Milam Bldg.
24th Fl., 77002
713/651-7216

Laredo
Leach, Frank E., C.I.D., Exec. Dir.
Laredo Dev. Fdtn.
P.O. Box 1435, 78042-1435
512/722-0563

Lewisville
Sheffield, E. H., Dir.
Lewisville Cham. of Comm.
P.O. Box 416, 75067
214/436-9571

Longview
Gillies, Lee, Econ. Dev. Gen. Mgr.
E. Texas Chamber of Comm.
P.O. Box 1592, 75606
214/757-4444

Lubbock
Lewis, Grey, Asst. Mgr.
Lubbock Chamber of Comm.
Board of City Development
P.O. Box 561, 79408
806/763-4666

McAllen
Davis, William L., Pres.
Council for S. Texas Econ. Progress
520 Pecan St., 78501
512/682-1201

Midland
Billingsley, Grant A., Econ. Dev. V.P.
Midland Chamber of Comm.
P.O. Box 1890, 79702
915/683-3381

Odessa
Bernhard, Chuck, V.P.
Gtr. Odessa Chamber of Comm.
P.O. Box 3626, 79760
915/332-9103

Waco
Cleveland, Curtis, Econ. Dev. V.P.
Gtr. Waco Chamber of Commerce
P.O. Box 1220, 76703
817/752-6551

Woodlands
Leonard, R. Douglas
The Woodlands Corp.
2201 Timberloch Pl., 77380
713/363-6900

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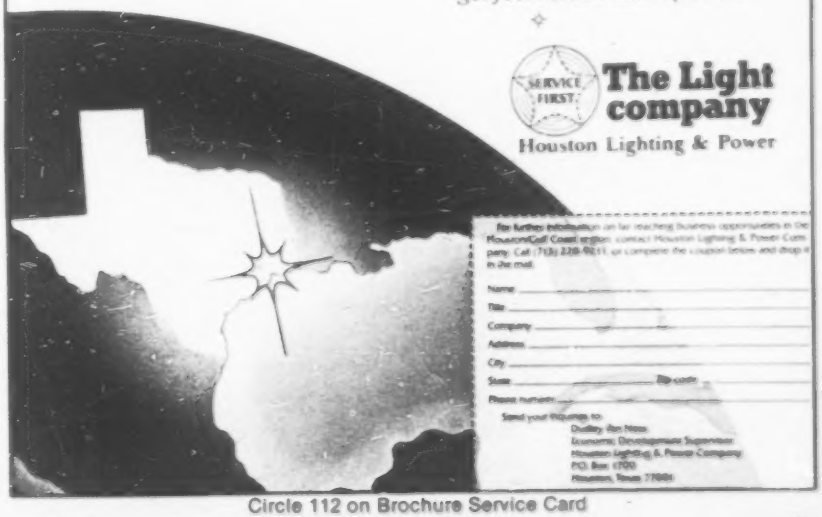

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Company _____
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Phone number _____
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Dudley Ann Ness
Economic Development Supervisor
Houston Lighting & Power Company
P.O. Box 4700
Houston, Texas 77210

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MOUNTAIN STATES

- ARIZONA
- COLORADO
- IDAHO
- MONTANA
- NEVADA
- NEW MEXICO
- UTAH
- WYOMING

Regional Review

The Mountain States region is "in." Its numbers of young people and young businesses and its fast growth attest to this. The national population trend toward a more rural lifestyle and the region's ability to provide this commodity is one reason why.

The figures tell the story. Population was up 12.3% from 1980 to 1985. New business incorporations increased 0.2% in 1985 over 1984. Business failures were down 1.1% in the first half of 1985. Unemployment was 6.3% in Sept. 1985, while the national average was 7.1%. Nonagricultural employment increased nearly 2%.

Falling oil prices put the only damper on all this economic revelry. While the larger cities were diverse enough to absorb the shock without too much damage, the smaller mining towns and cities suffered. When oil prices were at their highest, mining and smelting operations opened up in these small towns, bringing development and employment. Since that time, 70,000 jobs have been lost and whole areas are left without a form of employment. The cure for this will be the return to higher oil prices.

Arizona. The state, long considered a retirement spot for Easterners, is now attracting new business and development. Change is occurring at such a pace that natives complain about the dwindling desert around city areas. This is particularly true in Tucson, a city that has tripled in size in the last 20 years.

The increase in new business incorporations in 1985 totaled 12,922—a 6.8% increase over 1984. This new business helped boost nonagricultural employment 5.6% as of Sept. 1985.

Exceptional growth is occurring in and around other Arizona cities as well. In Phoenix business permit values were up 10.1% in 1985. This activity is spurring development outside of the city. In Glendale city planners are developing a com-

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Send for our newly updated free publication, "Economic Assets of Metropolitan Phoenix," by writing Larry Evans, Manager, Area Development, Salt River Project, Box 52025, Phoenix, Arizona 85072-2025.

Once you know as much about the Valley of the Sun as we do, we think there's a good possibility you'll join us in the spirit of the future.

Keeping the spirit strong.

SRP
SALT RIVER PROJECT

Nationally-known artist Robert McCall refers to the Phoenix area as his "favorite place on Earth."

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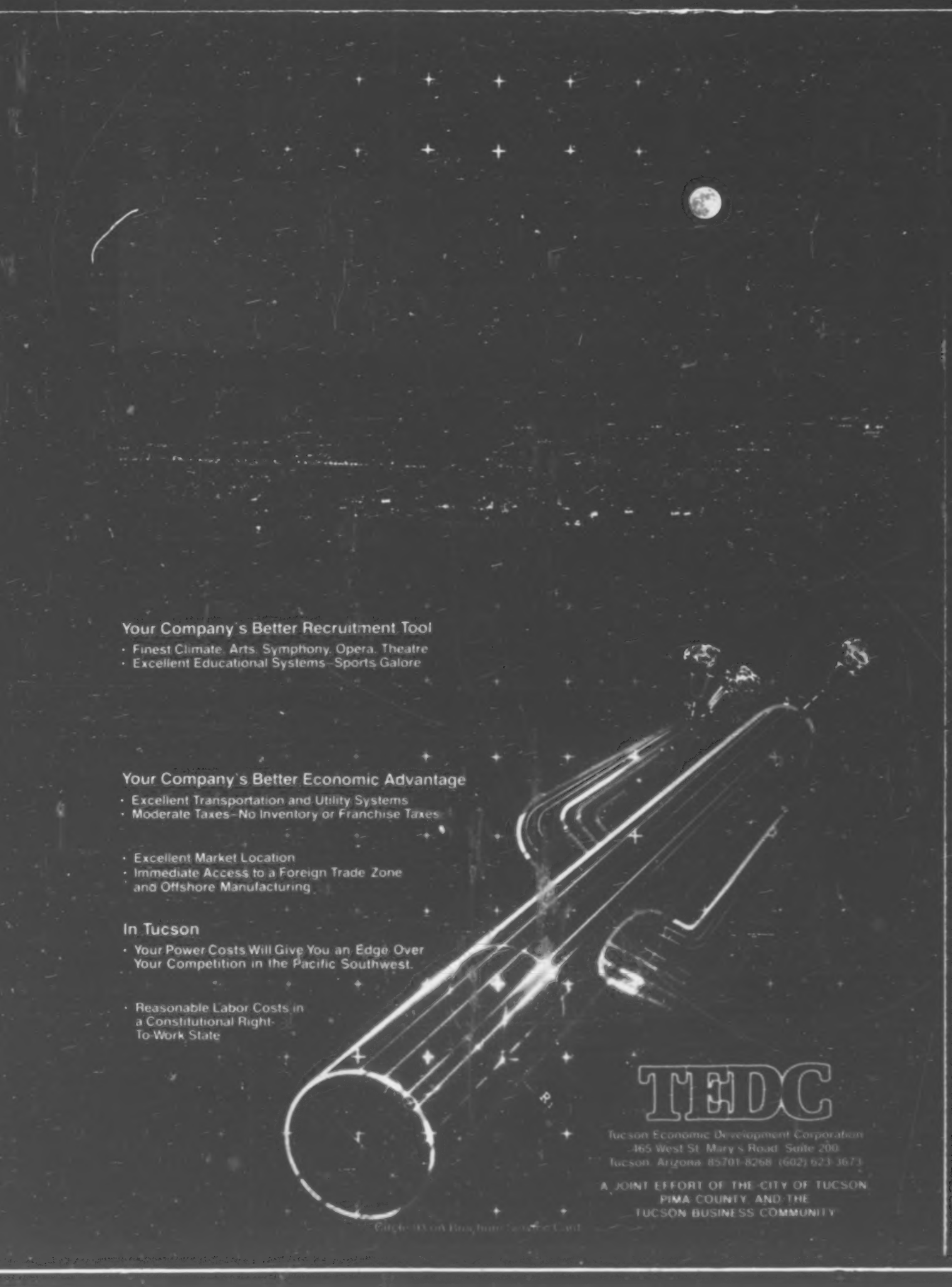
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A JOINT EFFORT OF THE CITY OF TUCSON
PIMA COUNTY AND THE
TUCSON BUSINESS COMMUNITY

munity for 51,000 residents encompassing industrial, commercial, and residential areas; in Gilbert, 2,000 housing units were built in 1985, with 3,000 expected in 1986 as the city pushes to attract high-technology industries.

Colorado. All sectors of the state's economy were strong in 1985—all except mining. As previously noted, the oil market is in the doldrums, which is causing chronic unemployment in some of the smaller cities. This isn't affecting overall state unemployment, which was 5% in Sept. 1985—the lowest percent in the region.

Development is booming all over the state, particularly in the Front Range of the Rocky Mountains, from Fort Collins to Colorado Springs. Energy and technology industries locating in the area are the main reasons why. The only drawback has been increasing traffic congestion on roads originally designed to carry one-third the number of cars currently using them. State groups, particularly the Colorado Public Expenditure Council, are working toward legislature to alleviate this problem.

Idaho. For a state heavily involved with agriculture, Idaho fared surprisingly well in 1985. Unemployment was at 5.8% as of Sept. 1985, while the national rate was 7.1%. Nonagricultural employment increased over 3%. Population growth increased slightly, while it has increased 6.4% since 1980.

Construction is occurring in Boise, the state's largest city. New bulding permit values were up 9.6% in 1985 in this city that is already home to Hewlett Packard and Boise Cascade.

Montana. According to the Federal Reserve Bank of Minneapolis, which evaluates the ninth Federal Reserve District, the state's nonfarm economy is expected to climb moderately in 1986. The agricultural economy, though, is expected to decline after 1985's severe drought and unexpectedly low cattle prices.

In the mining sector, things are looking up. Gold mining in the state is expanding, and a platinum mine is in the works in Stillwater. This should help an industry that lost jobs in 1985 through a weak housing market and low energy prices.

Nevada. The state grew 16.6% from 1980 to 1985—the largest increase in any U.S. state. Another healthy economic sign: Employment was up 3.27% from Sept. 1984 to Sept. 1985, with increases in nearly all sectors. And in 1986 the state is projecting a 9.3% budget surplus, mainly on the strength of the tourism, gambling, and construction industries.

In Reno and Las Vegas building permit values increased 35.9% and 13.4% respectively in 1985. Employment increased as well, up 2.92% and 3.19% respectively.

New Mexico. Defense-related research is a key issue in New Mexico. Last year the Albuquerque Economic Development organization developed a program to improve the state's status in dealing with the national "Star Wars" project, for which the Air Force Space Technology Center at Kirtland Air Force Base was awarded $74 million in contracts. The research industry already employs 30,000 people, and $2.5 billion is spent on it each year.

Other events in 1985 included the start-up of the New Mexico Business Development Corporation for small businesses in need of higher-risk loans for equity investment and the Santa Fe Seed Fund for innovative development-stage companies.

Utah. Notable events took place in 1985. The state ranked fifth overall in Alexander Grant and Company's survey of general manufacturing climates—an increase from their eighth-place ranking in 1984. In addition, Salt Lake City received a "City Livability Award" from the U.S. Council of Mayors and Phillip Morris Inc. for being rated one of the eight most-livable cities in the U.S.

The state had an unemployment rate of 5.2% as of Sept. 1985 (the lowest in the region), nonagricultural employment was up 3.1%, and there was a budget surplus, $13 million of which will go to road improvements in 1986.

Wyoming. The state has the distinction of being the least-populated state in the continental U.S. There are an average of 5.3 people per square mile, which allows ample space for business development.

While employment in the construction industry was down sharply in 1985, overall state nonagricultural employment grew slightly. Unemployment was well above the national average, which was good news in a state heavily dependent on agricultural industries. □

PLANT LOCATION ADVERTISERS

offer you the best possible contacts for information on their areas.

Contact them directly or use the handy reader inquiry card in the back of the book.

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings (county)
- Bonds for pollution control (county)
- Aid for job training
- SBA-503 Program
- UDAG Program

Tax rates:

Corporate income tax	10.5% over $6,000
Personal income tax	8% over $6,000
Personal property tax	10%
Sales tax	5%
Incorporation tax	none
Franchise tax	none
Inventory tax	none
Gasoline tax	$.12/gal.

Advanced education facilities:

Four-year colleges & universities	6
Two-year or junior colleges	19
Vocational & business schools	250

For additional labor market information, contact Dept. of Econ. Security, P.O. Box 6123, 1717 W. Jefferson St., Phoenix, AZ 85007, 602/255-4791

Environment controls:

Air & water pollution: Arizona State Dept. of Health, Health Bldg., 1740 W. Adams, Phoenix, AZ 85009, 602/255-1140

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
ARIZONA	2,717.9	3,106.3
Flagstaff	34.6	NA
Glendale	97.0	115.6
Mesa	152.5	198.9
Phoenix	764.9	861.1
Scottsdale	88.4	102.6
Sierra Vista	26.0	NA
Tempe	106.7	119.3
Tucson	330.5	368.4
Yuma	42.4	46.7

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	—Thousands—	
Phoenix	1,508.0	1,736.0
Tucson	531.3	602.1

ARIZONA

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
ARIZONA		
183.3	40.4	9.66
Phoenix		
131.3	NA	NA
Tucson		
32.1	NA	NA

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
ARIZONA		
1,452.8	93.4	6.4
Phoenix		
919.4	46.7	5.1
Tucson		
264.2	13.8	5.2

*preliminary figures

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
1,180.8	NA	NA
MANUFACTURING		
172.3	40.8	9.09
DURABLE GOODS		
135.7	NA	NA
Lumber & wood prods.-SIC 24		
7.1	NA	NA
Stone, clay, & glass prods.-SIC 32		
7.3	NA	NA
Primary metal industries-SIC 33		
7.0	39.6	12.36
Fabricated metal products-SIC 34		
9.3	NA	NA
Machinery-SIC 35		
68.1	40.9	8.21
NONDURABLE GOODS		
36.6	NA	NA
Food & kindred products-SIC 20		
7.9	39.1	7.85
Apparel & other textile prods.-SIC 23		
5.0	NA	NA
Printing & publishing-SIC 27		
13.4	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Flagstaff 1, 20
Glendale 1 (Phoenix)
Mesa 2 (Phoenix)
Phoenix 1-21, 23-26
Scottsdale (Phoenix)
Sierra Vista (19 through Douglas)
Tempe 2 (Phoenix)
Tucson 2, 3, 5-7, 11, 12, 15, 17, 18, 22-26
Yuma 2, 20

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Southern Pacific Trans. Co.

Airlines

3. Aeromexico
4. Air Sedona
5. Alaska Airlines
6. American
7. American West
8. Braniff
9. Continental
10. Delta
11. Eastern
12. Frontier Airlines
13. Golden Pacific
14. Havasu Airline
15. Northwest
16. Pan Am Express
17. PSA Pacific Southwest
18. Republic
19. Sierra Vista Aviation
20. Skywest Airlines
21. Southwest Airlines
22. Sunworld Int'l. Airlines
23. TWA
24. United
25. USAir
26. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Flagstaff — 1e, 4g
Glendale — 1e, 3e, 5g
Mesa — 2eg, 3e, 5g
Phoenix — 1e, 3e, 5g
Scottsdale — 1e, 3e, 5g
Sierra Vista — 1e, 5g
Tempe — 1e, 3e, 5g
Tucson — 6e, 5g
Yuma — 1e, 5g

1. Arizona Public Service Co.
   411 N. Central Ave., Phoenix 85004
2. Mesa City Utilities (Electric)
   730 N. Mesa Dr., Box 1466
   Mesa 85201; (Gas) 55 N. Center,
   Mesa 85201-0904
3. Salt River Project Agricultural
   Improvement & Power Dist.
   Box 52025, Phoenix 85072-2025
4. Southern Union Co. & Consolidated
   Subsidiaries
   1800 InterFirst Two Bldg., Dallas, TX
   75270
5. Southwest Gas Corp.
   5241 Spring Mt. Road, Las Vegas,
   NV 89102
6. Tucson Electric Power Co.
   220 W. 6th St., Box 711, Tucson
   85702

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	137	886
Copper — metric tons (recov. cont. of ores, etc.)	717,833	1,044,483

Tucson Industrial Sites Sale/Lease

5 minutes from IBM's Tucson plant. 110 acre site just outside Tucson features railroad spur and 78,000 square-foot warehouse. 94 acre site features 55,000 square-foot office and manufacturing facility with excellent visibility and access from Interstate 10. Terms negotiable. Contact Jett Green, The JNC Companies, 5780 N. Swan Rd., Tucson, Arizona 85718. Call 1-800-841-2079. In Arizona: 1-800-851-8713.

THE JNC COMPANIES

Circle 91 on Brochure Service Card

Gem stones	NA	2,800
Gold — troy ozs. (recov. cont. of ores, etc.)	W	W
Gypsum	294	2,411
Lead — metric tons (recov. cont. of ores, etc.)	W	W
Lime	372	19,716
Molybdenum — thou. lbs. (cont. of concentrate)	23,184	78,827
Pumice	2	18
Sand & gravel: (construction)	25,200	74,500
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	4,068	33,557
Stone:		
Crushed	5,500	26,800
Dimension	(1)	(1)
Combined value of cement, perlite, pyrites, salt, sand and gravel (industrial), tin (1984), and values indicated by symbol W		118,323
Total 1984 (preliminary)		1,402,321

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data
(1) less than ½ unit

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan	Jul	Degree Days Heating	Cooling
Flagstaff	28	66	7254	127
Mesa	51	90	1598	3297
Phoenix	52	92	1442	3746
Tempe	51	90	1654	3160
Tucson	51	86	1734	2840
Yuma	56	94	983	4244

DEVELOPMENT COUNSELORS:

State Development Agency

Scalise, Judie, Bus. & Trade Dir.
Arizona Dept. of Commerce
1700 W. Washington
Executive Tower
Phoenix, 85007
602/255-5374

Railroad & Water Carriers

(See Transportation Index, page 28)

Areas & Others

Phoenix
Ardaya, Guido, Econ. Plnr.
Maricopa Cty. Comm. Dev. Agency
111 S. 3rd Ave., Rm. 403, 85003
602/261-5901

Nelson, James B., Area Dev. Rep.
Salt River Project
P.O. Box 52025, 85072-2025
602/236-5088

Scottsdale
Alberty, Edward W., Econ. Dev. Dir.
Scottsdale Chamber of Comm.
7333 Scottsdale Mall, 85251
602/945-8481

Tucson
McGrath, Linda, Mktg. V.P.
The JNC Companies
5780 N. Swan Rd., 85718
602/577-1800

Nagore, Juan, Ind. Dev. Asst. V.P.
The Arizona Bank
33 N. Stone, Box 29636, 85726
602/792-7759

Stephenson, William V., C.I.D., Exec. Dir.
Tucson Econ. Dev. Corp.
465 W. St. Mary's Rd.
Suite 200, 85705-8268
602/623-3673

STATE INFORMATION:

Financial assistance to industry:
- Direct state bonds for building & equipment (limited purposes)
- Bonds for buildings, municipal or county
- Bonds for pollution control, municipal or county
- Aid for job training

Tax rates:
- Corporate income tax 5%
- Personal income tax 3%-8%
- Sales tax 3%-7%
- Franchise & incorp. filing fee (initial) ..... $11-40/yr.
  - Thereafter report must be filed before May 1 every other year ($20-80/yr. adjusted annually)
- Inventory tax ..... none
- Gasoline tax ..... $.12/gal.

Advanced education facilities (public only):
- Four-year colleges & universities ... 13
- Two-year or junior colleges 16
- Vocational & business schools 9

Medical facilities:
- General hospitals 83
- Clinics ..... NA

Labor analysis:
- Civilian labor force 1,667,000 (1983)
- High school graduates (public schools only) 32,954

For additional labor market information, contact Div. of Employ., 1278 Lincoln St., Denver, CO 80203, 303/866-6328

Environment controls:

Air pollution: Colorado Dept. of Health, Air Pollution Control Div., 4210 E. 11th Ave., Denver, 80220, 303/320-8333

Water pollution: Water Quality Control Div (same address and phone as above)

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
COLORADO	2,888.8	3,224.7
Arvada	84.6	94.2
Aurora	158.6	200.8
Boulder	76.7	79.3
Colorado Springs	215.2	245.4
Denver	491.4	492.6
Englewood	30.0	NA
Fort Collins	64.6	74.4
Grand Junction	28.1	NA
Greeley	53.0	57.1
Lakewood	112.8	123.4
Littleton	28.6	NA
Longmont	42.9	50.3
Loveland	30.2	35.7
North Glenn	29.8	NA
Pueblo	101.7	100.0
Thornton	40.3	47.1
Westminster	50.2	61.4
Wheat Ridge	30.3	NA

Metropolitan Statistical Areas (MSAs)

	Census 1950	Estimate 1985
	—Thousands—	
*Boulder - Longmont	190.0	215.2
Colorado Springs	317.5	345.0
*Denver	1,429.0	1,608.6
Fort Collins–Loveland	149.2	174.8
Greeley	123.4	138.0
Pueblo	126.0	125.1

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
COLORADO		
192.7	40.8	9.43
Denver—Boulder		
130.4	41.3	9.79

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
COLORADO		
1,731.2	87.4	5.0
Denver-Boulder		
1,041.3	47.3	4.5

*preliminary figures

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
1,384.8	NA	NA
MANUFACTURING		
192.3	40.9	9.24
DURABLE GOODS		
124.5	41.4	9.33
Lumber & furniture-SIC 24		
7.1	NA	NA
Stone, clay, & glass prods.-SIC 32		
9.6	NA	NA

COLORADO

Primary & fabricated metals-SIC 33		
14.6	NA	NA
Machinery, except electrical-SIC 35		
28.9	NA	NA
Electric & electronic equipment-SIC 36		
21.3	NA	NA
Transportation equipment-SIC 37		
15.1	NA	NA
NONDURABLE GOODS		
67.8	40.0	9.09
Food & kindred products-SIC 20		
24.6	NA	NA
Textiles & apparel-SIC 30		
3.0	NA	NA
Paper & allied products-SIC 26		
2.2	NA	NA
Printing & publishing-SIC 27		
21.0	NA	NA
Chemicals & allied products-SIC 28		
8.3	NA	NA

Area Wage Survey

Average straight-time hourly earnings

	Denver-Boulder 12/84
Office, professional, & technical	
Payroll clerks	$ 7.51
Accounting clerks	7.39
File clerks	5.85
Typists	7.23
Key entry operators	7.28
Secretaries	9.37
Stenographers	9.50
Switchbd opr-recept's	6.33
Drafters	9.99
Electronics technicians	11.64
Computer operators	9.80
Computer programmers	13.14
Computer systems analysts	15.35
Maintenance & powerplant	
Carpenters	12.19
Electricians	13.33
Engineers, stationary	13.55
Machinists	13.12
Mechanics (machinery)	12.19
Tool & die makers	13.77
Custodial & material movement	
Guards	5.06
Janitors, porters & cleaners	4.92
Laborers, mat'l handling	9.14
Shippers & receivers	8.33
Truckdrivers	10.02
Forklift operators	11.40

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Arvada 2, 3 (Denver)
Aurora (Denver)
Boulder 2, 4 (Denver)
Colorado Springs 1-3, 7-9, 12, 16, 25, 28-30, 32
Denver 1-7, 9-25, 27-32
Englewood 1, 3 (Denver)
Fort Collins 2, 4 (Cheyenne, WI)
Grand Junction 3, 8, 12, 16, 26
Greeley 2, 4 (Denver)
Lakewood (Denver)
Littleton 1, 3 (Denver)
Loveland 2 (Denver)
North Glenn 4 (Denver)
Pueblo 1-4, 8, 25
Thornton (Denver)
Westminster 2 (Denver)
Wheat Ridge (Denver)

Railroads

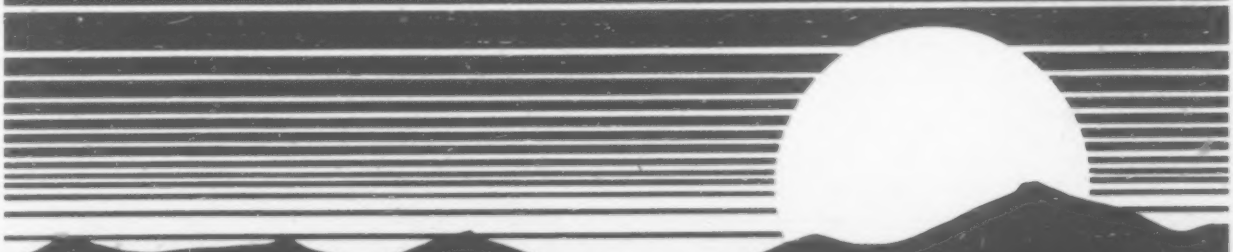
1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. Denver & Rio Grande Western R.R.
4. Union Pacific System

Airlines

5. Air Midwest
6. Air Resorts
7. American
8. America West
9. Aspen Airways
10. Braniff
11. Centennial Airlines
12. Continental
13. Continental Commuter
14. Delta
15. Eastern
16. Frontier Airlines
17. Mexicana
18. Northwest
19. Ozark Air Lines
20. People Express
21. Piedmont
22. Pioneer Airlines
23. Pride Air
24. Republic
25. Rocky Mt. Airways
26. Skywest Airlines
27. Southwest Airlines
28. Trans-Colorado Airlines

The Greater Denver MetroNorth Market.

Colorado's newest growth hot spot.



AT&T Fischer Imaging, IDS American Express, Ball Aerospace, Sundstrand Aviation, CIGNA Systems, Robot Defense Systems and McData Corporation discovered the Greater Denver MetroNorth Market. First class office buildings at very competitive rates lured them and others like them to Denver's northern corridor bounding the Rocky Mountains.

It's been pegged a major growth "hot spot" and for good reasons:

- The latest in communications, fiber optics, all advanced technologies.
- Availability of a well-educated labor force.
- Easy air access to every major market in the country.
- Pro-business, forward-thinking community leaders and local elected officials.

Write or call for information:
Jack Keever, Adams County Economic Development, Inc.
11990 Grant Street, Suite 101 • Denver, Colorado 80233 • (303) 450-5106

Circle 94 on Brochure Service Card

29. TWA
30. United
31. USAir
32. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Arvada — 5eg
Aurora — 5eg
Boulder — 5eg
Colorado Springs — 1eg
Denver — 5eg
Englewood — 5eg
Fort Collins — 2e, 5g
Grand Junction — 5eg
Greeley — 3e
Lakewood — 5eg
Littleton — 5eg
Loveland — 4e, 5g
Northglenn — 5eg
Pueblo — 6e, 5g
Thornton — 5eg
Westminster — 5eg
Wheat Ridge — 5eg

1. Colo. Springs Dept. of Pub. Utilities (Electric) 30 S. Nevada Ave., Box 1103, Colorado Springs 80947; (Gas) 101 S. Conejos St., Colorado Springs 80903
2. Ft. Collins Lt. & Power Dept. 700 Woods St., Box 580, Fort Collins 80522
3. Home Light & Power Co. 810 9th St., Box 8, Greeley 80631
4. Loveland Electric Div. 446 N. Garfield, Loveland 80537
5. Public Service Co. of Colorado 550 15th St., Denver 80202
6. Southern Colo. Power Centel Corp. 115 W. 2nd St., Box 75, Pueblo 81002

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	411	2,187
Gem stones	NA	80
Gold — troy ozs. (recov. cont. of ores, etc.)	92,840	34,815
Molybdenum — thou. lbs.	W	W
Sand & gravel:		
Construction	18,500	60,500
Industrial	220	3,440
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	2,003	16,521
Stone:		
Crushed	7,800	28,000
Dimension	1	87
Combined value of cement, copper, gypsum, iron ore, lead, lime, peat, perlite, pyrites, tin (1984), tungsten ore & concentrate, vanadium, zinc, and values indicated by symbol W		276,436
Total 1984 (preliminary)		422,066

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Boulder	33	74	5460	790
Colorado Springs	29	71	5346	501
Denver	30	73	6014	680
Fort Collins	27	71	6483	471
Greeley	25	74	6442	647
Lakewood	31	73	5883	639
Pueblo	30	77	5465	1042

DEVELOPMENT COUNSELORS:

State Development Agency

Abrams, Steve, Bus. Dev. Dir.
Colorado Div. of Comm. & Dev.
State Centennial Bldg.
1313 Sherman St., Rm. 523
Denver, 80203
303/866-2205

Railroad & Water Carriers

(See Transportation Index, page 28)

Areas & Others

Aurora
Whitney, Gregory D., C.I.D., Exec. Dir.
ECO Aurora, Inc.
1470 S. Havana St., Ste. 812, 80012
303/750-2500

Canon City
Jacobson, Don, Exec. Dir.
Fremont Cty. Econ. Dev. Council
P.O. Bin 749
305/275-2331

Colorado Springs
Devine, Jim
Colo. Springs Econ. Dev. Council
Box B, Dept. 4, 80901
303/471-8183

Ringe, James D., Comm. Dev. Dir.
City of Colorado Springs
P.O. Box 1575, 80901
303/578-6910

Denver
Jennings, Rex, Pres. & C.E.O.
Denver Chamber of Comm.
1301 Welton St., 80204
303/534-3211

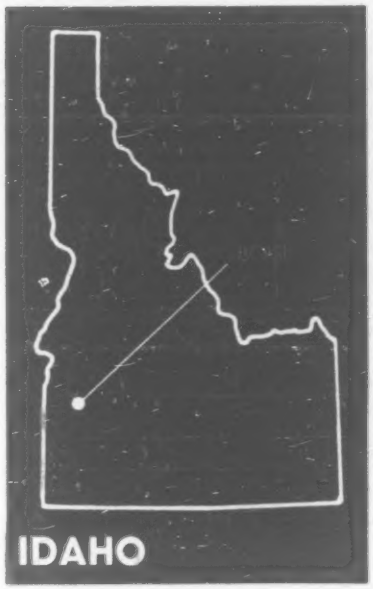
Keever, Jack A., Pres.
Adams Cty. Econ. Dev.
11990 Grant St., Ste. 101, 80223
303/465-1744

Grand Junction
Leech, Richard G., Pres.
Mesa Cty. Econ. Dev. Council
2828 H Rd., Walker Airport Term.
81506
303/245-4332

Loveland
Walker, Bill, Econ. Dev. Dir.
Chamber of Comm.
114 E. 5th, Box 58, 80537
303/667-6311

Pueblo
Paneitz, Harvey R. Pres.
Pueblo Econ. Dev. Corp.
P.O. Box 5807, 81002
303/544-2000

Pueblo West
Hacker, William Co., Ind. Dev. Dir.
MCO Properties Inc.
P.O. Box 7000, 81007
303/547-3111



STATE INFORMATION:

Financial assistance to industry:
Bonds for pollution control (local)
Aid for job training
Private Industry Council O.J.T.
Industrial revenue bonds
Investment tax credit of 3%
Job expansion credit

Tax rates:
Corporate income tax 7.7%
Federal Internal Revenue Service Code followed with minor exceptions. $20 minimum payment.
Personal income tax 2%-7.5%
Sales tax (many exemptions) 4.0%
Incorporation tax ..... none
Franchise tax ..... none
Inventory tax ..... none
Gasoline tax ..... $.145/gal.

Advanced education facilities:
Four-year colleges & universities 6
Two-year or junior colleges 4
Vocational & business schools 6

Medical facilities:
Hospitals 45
Clinics ..... NA

Labor analysis:
Civilian labor force 438,100 (7/85)
High school graduates 12,400
Mfg. workers in union 18.5%
For additional labor market information, contact Dept. of Employ., P.O. Box 35, 317 Main St., Boise, ID 83735, 208/334-2620

Environment controls:

Air & water pollution: Dept. of Health & Welfare Div. of Environ., 450 W. State St., Boise, 83720, 208/334-4059

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
IDAHO	943.9	1,017.1
Boise	102.5	110.0
Idaho Falls	39.6	NA
Lewiston	28.0	NA
Nampa	25.1	NA
Pocatello	46.3	45.6
Twin Falls	26.2	NA

Metropolitan Statistical Area (MSA)

	Census 1980	Estimate 1985
	—Thousands—	
Boise City	173.0	195.3

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
IDAHO		
55.9	38.2	9.19
Boise City		
10.9	NA	NA

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
IDAHO		
481.9	28.0	5.8
Boise City		
103.0	4.6	4.4

*preliminary figures

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
325.5	NA	NA
MANUFACTURING		
54.2	37.6	9.34
DURABLE GOODS		
27.4	NA	NA
Lumber & wood prods.-SIC 24		
14.2	38.6	10.30
Stone, clay, & glass-SIC 32		
0.9	NA	NA
Fabricated metal products-SIC 34		
1.8	NA	NA
Machinery, except electrical-SIC 35		
5.5	NA	NA
Electric & electronic equipment-SIC 36		
3.2	NA	NA
NONDURABLE GOODS		
26.8	NA	NA
Food & kindred products-SIC 20		
16.7	36.3	7.69
Paper & allied products-SIC 26		
1.7	NA	NA
Printing & publishing-SIC 27		
3.6	NA	NA
Chemicals & allied products-SIC 28		
3.5	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Boise 2, 3, 6-8, 11, 12
Idaho Falls 2, 5, 8-10, 12
Lewiston 1, 4, 8
Nampa 2 (Boise)
Pocatello 2, 5, 8-10
Twin Falls 2, 8, 10

Railroads

1. Burlington Northern R.R. Co.
2. Union Pacific System

Airlines

3. Alaska Airlines
4. Cascade Airways
5. Continental Commuter
6. Empire Airways
7. Frontier Airlines
8. Horizon Air
9. Pioneer Airlines
10. Skywest Airlines
11. United
12. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Boise — 2e, 3g
Idaho Falls — 1e, 3g
Lewiston — 4eg
Nampa — 2e, 3g
Pocatello — 2e, 3g
Twin Falls — 2e, 3g

1. Idaho Falls Elec. Light Div.
   Box 220, Idaho Falls 83402
2. Idaho Power Co.
   1220 W. Idaho St., Box 70, Boise 83707
3. Intermountain Gas Co.
   555 S. Cole Rd., Box 7608, Boise 83707
4. Washington Water Power Co.
   1411 E. Mission Ave., Box 3727
   Spokane, WA 99220

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Antimony ore & concentrate, antimony cont. — short tons	W	W
Clays	6	84
Copper — metric tons (recov. cont. of ores, etc.)	3,710	5,398
Gem stones	NA	100
Lead — metric tons (recov. cont. of ores, etc.)	W	W
Lime	38	2,014
Sand & gravel (construction)	2,600	7,200
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	19,807	163,405
Stone (crushed)	2,300	9,000
Combined value of cement, garnet (abrasives), gold, gypsum, molybdenum (1984), perlite, phosphate rock, pumice, sand and gravel (industrial), stone (dimension), tungsten ore and concentrate (1983), vanadium, zinc, and values indicated by the symbol W		236,389
Total 1984 (preliminary)		423,590

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Boise	30	75	5802	742
Idaho Falls	19	69	7995	288
Lewiston	32	74	5436	734
Pocatello	24	71	7123	445

DEVELOPMENT COUNSELORS:

State Development Agency

Boyce, Shirl, Ind. Loc. Spec.
Idaho Dept. of Commerce
Capitol Bldg., Rm. 108, Boise, 83720
208/334-3322

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Boise
Kopischke, Keith R., Sr. Assoc.
Sunregion Associates
P.O. Box 591, 83701
208/385-9255

STATE INFORMATION:

Financial assistance to industry:

Reduced property assessment (up to 50% of taxable value) for first ten years of operation
Reduced property tax rate (65% reduction) for first three years of operation
Corporate license tax credit for first three years of operation, equal to 1% of new wages paid
Reduced taxes for pollution control equipment (3% of market value)
No inventory tax
No property tax on "freeport merchandise," in-transit merchandise stored temporarily in Montana

Umbrella industrial revenue bonds with long-term, fixed rate, tax exempt financing to businesses for projects under $800,000 (funds to be applied toward land, buildings, or equipment)
State stand-alone industrial revenue bonds for tax-exempt debt financing of projects over $800,000
In-state investment of 25% of Montana's coal tax trust fund in small- & medium-sized businesses (approximately $15 million annually)
In-state debt & equity investment of pension & other trust fund monies
State-certified Montana Capital Companies to provide venture or equity capital to small Montana businesses
Renewable energy & water development grant & loan programs
Business Development Assistance for information on training opportunities, federal contract leads, & sources of grant & loan funds. Related programs for assistance in financial packaging, marketing, product testing & development, quality control, business location, & international exportation

Tax rates:
Corporate income tax ..... 6¾% of net income
Personal income tax ..... 2%-11% of taxable income
Sales tax ..... none
Incorporation tax $50
Franchise tax ..... none
Inventory tax ..... none
Gasoline tax ..... $.15/gal.

Advanced education facilities:
Four-year colleges & universities 9
Two-year or junior colleges 3
Vocational & business schools 14

Medical facilities:
Hospitals 60
Clinics ..... NA

Labor analysis:
Civilian labor force 406,000 (1984)
High-school grads 11,000
For additional labor market information, contact Employ. Security Div., Lockey & Roberts Sts., P.O. Box 1728, Helena, MT 59620, 406/444-4500

Environment controls:

Air & water pollution: Donald G. Willems, Admin., Environ. Sciences Div., Montana Dept. of Health & Environ. Sciences, Cogswell Bldg., Capitol Station, Helena, MT 59620, 406/444-3948

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
MONTANA	786.7	827.6
Billings	66.8	70.2
Butte-Silver Bow	37.2	NA
Great Falls	56.7	57.7
Missoula	33.4	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	—Thousands—	
Billings	108.0	120.1
Great Falls	80.7	80.2

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
MONTANA		
22.3	39.7	10.87

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
MONTANA		
402.3	25.3	6.3

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Billings 7/85
Office, professional, & technical	
Payroll clerks	$ 6.95
Accounting clerks	6.86
File clerks	4.39
Key entry operators	6.77
Secretaries	8.03
Stenographers	9.08
Switchbd opr-recept's	5.19
Drafters	9.88
Electronics technicians	14.48
Computer operators	7.00
Computer programmers (business)	9.98
Maintenance & powerplant	
Electricians	14.12
Engineers, stationary	12.46
Mechanics (machinery)	12.41
Custodial & material movement	
Janitors, porters & cleaners	6.59
Shippers & receivers	6.82
Truckdrivers	12.29

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
280.9	NA	NA
MANUFACTURING		
22.3	39.1	10.74
DURABLE GOODS		
13.2	40.2	11.11
NONDURABLE GOODS		
9.1	36.2	9.64
Food & kindred products-SIC 20		
3.2	37.7	8.85

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Billings 1, 4-10
Butte-Silver Bow 1-3, 7, 10
Great Falls 1, 5, 6, 9, 10
Missoula 1, 5, 6, 10

Railroads

1. Burlington Northern R.R. Co.
2. Union Pacific System

Airlines

3. Cascade Airways
4. Continental Commuter
5. Frontier Airlines
6. Northwest
7. Northwest Airlink
8. Pioneer Airlines
9. United
10. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Billings — 3e, 2g
Butte-Silver Bow — 3eg
Great Falls — 3e, 1g
Missoula — 3eg

1. Great Falls Gas Co.
   One 1st Ave. So., Great Falls 59401
2. Montana-Dakota Utilities Co.
   400 N. 4th St., Bismarck, ND 58501
3. Montana Power Co.
   40 E. Broadway, Butte 59701

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Barite	W	W
Clays	434	13,238
Copper — metric tons (recov. cont. of ores, etc.)	W	W
Gem stones	NA	400
Gold — troy ozs. (recov. cont. of ores, etc.)	W	W
Lead — metric tons (recov. cont. of ores, etc.)	W	W
Lime	W	W
Sand & gravel (construction)	5,400	12,900
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	W	W
Stone (crushed)	1,300	3,900
Combined values of cement, graphite, gypsum, iron ore, molybdenum (1983), peat, phosphate rock, sand & gravel (industrial), stone (dimension), talc, vermiculite, and values indicated by symbol W		217,523
Total 1984 (preliminary)		217,523

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Billings	21	72	7212	553
Great Falls	19	69	7766	391
Missoula	21	67	7839	216

DEVELOPMENT COUNSELORS:

State Development Agency

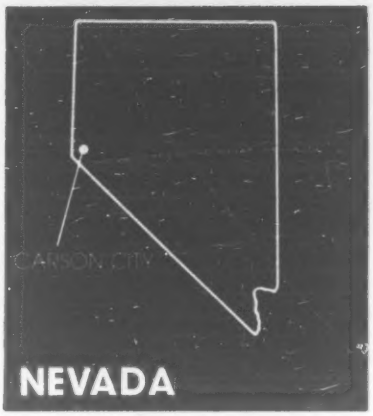
Duffey, William F., Sr. Loc. Off.
Bus. Assistance Div.
Montana Dept. of Comm.
1424 9th Ave.
Helena, 59620
406/444-3923

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Billings
Ott, Elbert E., Exec. Dir.
Forward Billings
P.O. Box 2519, 59103
406/245-4111



STATE INFORMATION:

Financial assistance to industry:
- Bonds for buildings (city, county, & state)
- Bonds for pollution control
- Free port law
- Right-to-work law

Tax rates:

Corporate income tax	none
Personal income tax	none
Property tax	varies locally
Sales tax	5¾% (food for home use, prescribed drugs & medicines, & gasoline are exempt)
Franchise tax	none
Inventory tax	none
Gasoline tax	none

Advanced education facilities:

Four-year colleges & universities	3
Two-year or junior colleges	4
Vocational & business schools	4

Medical facilities:

Hospitals	24
Clinics	5

Labor analysis:

Civilian labor force	487,000
High-school grads	194,000 (1980)
Mfg. workers in unions	15,000 (approx.)

For additional labor market information, contact Employ. Security Dept., Capital Complex, Carson City, NV 89710, 702/885-4550

Environment controls:

Air & water pollution: Nevada State Dept. of Conservation & Natural Resources, Nye Bldg., 201 S. Fall St., Carson City, 89710, 702/885-4670

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
NEVADA	799.2	920.4
Carson City	32.0	35.8
Las Vegas	164.7	183.5
North Las Vegas	42.7	46.6
Reno	100.8	106.8
Sparks	40.8	49.1

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	—Thousands—	
Las Vegas	461.8	540.4
Reno	193.6	215.0

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
NEVADA		
21.4	39.6	9.24
Las Vegas		
7.7	39.7	11.53
Reno		
8.1	NA	NA

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEVADA		
505.7	38.0	7.5
Las Vegas		
283.3	24.2	8.5
Reno		
137.3	7.6	5.5

*preliminary figures

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What's more, much of what had to be accomplished was done through simple phone calls.

Which says a lot for the cooperative state and city governments as well as the strong business community of Reno-Sparks.

We're geared to make corporate moves less taxing.

Apart from the can-do attitude of all those involved with EDAWN, the tax structure of Nevada is the most attractive of any state in the union.

Not only for businesses large or small, but for the wage-earner as well. And all without affecting state services to the community.

But there's more!

Our right-to-work philosophy smoothes out the works.

The availability of manpower is important to any company. But even more significant is the avoidance of costly down-time caused through industrial strikes.

The right to work is law in Nevada.

In fact, less than 10% of the workforce here belongs to any kind of industrial union.

You can wheel to anywhere in the west in 24 hours.

Of course, that's if you're shipping by truck. In a Porsche, it's quite a different story.

California can be reached almost before you shift gears.

There are three Interstate Highways through Reno-Sparks, plus various state routes.

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Obviously we can't tell it all here.

So next time, instead of passing through or over Reno-Sparks, stop by like the people at Porsche did.

We'll take care of your accommodation and arrange for you to meet some of the people that count.

You can write for more information. But better yet, call Shelby Dill collect at (702) 322-4004. He'll really show you what we mean by western hospitality.

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P. O. Box 11710
Reno, Nevada 89510

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Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
427.1	NA	NA
MANUFACTURING		
21.0	39.8	9.12
DURABLE GOODS		
13.8	40.1	9.49
Stone, clay, & glass prods.-SIC 32		
1.4	37.7	11.95
Primary metal industries-SIC 33		
1.1	41.4	15.56
NONDURABLE GOODS		
7.2	39.2	8.37
Food & kindred products-SIC 20		
1.4	NA	NA
Printing & publishing-SIC 27		
3.3	39.0	8.50
Chemicals & allied products-SIC 28		
0.7	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Carson City (Reno)
Las Vegas 2, 4-6, 8-34, 36
North Las Vegas (Las Vegas)
Reno 1-3, 7, 8, 11, 13, 14, 26, 27, 30, 32, 34-37
Sparks 1 (Reno)

Railroads

1. Southern Pacific Lines
2. Union Pacific System

Airlines

3. Aircal
4. Air Cortez
5. Air Nevada
6. Alaska Airlines
7. All Star Airlines
8. American
9. America West
10. Braniff
11. Continental
12. Delta
13. Eastern
14. Frontier Airlines
15. Golden Pacific
16. Havasu Airlines
17. Hawaiian Airlines
18. Jet America Airlines
19. Las Vegas Airlines
20. Mid Pacific Airlines
21. Muse Air
22. Northwest
23. Ozark Air Lines
24. Pacific Coast Airlines
25. Pride Air
26. PSA Pacific Southwest
27. Republic
28. Scenic Airlines
29. Skybus Inc.
30. Skywest Airlines
31. Southwest Airlines
32. Sunworld Int'l Airways
33. TWA
34. United
35. Westates Airlines
36. Western Airlines
37. Wein Airlines

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UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Carson City — 2e, 3g
Las Vegas — 1e, 3g
North Las Vegas — 1e, 3g
Reno — 2e
Sparks — 2e

1. Nevada Power Co.
   6226 W. Sahara Ave., Box 230
   Las Vegas 89151
2. Sierra Pacific Power Co.
   100 E. Moana La., Box 10100, Reno 89520
3. Southwest Gas Corp.
   5241 Spring Mtn. Rd., Las Vegas 89102

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F Jan.	Jul.	Degree Days Heating	Cooling
Las Vegas	45	90	2532	3029
Reno	32	70	6030	357

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Barite	768	18,211
Clay	61	2,288
Gem stones	NA	1,200
Gold — troy ozs. (recov. cont. of ores, etc.)	1,093,647	410,118
Gypsum	1,108	9,086
Lead — metric tons	W	W
Mercury — 76-lb. flasks	20,000	W
Sand & gravel (construction)	6,400	11,700
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	3,055	25,202
Stone (crushed)	1,600	6,500
Combined value of copper, cement (portland), diatomite, fluorspar, iron ore, lime, lithium, magnesite, molybdenum, perlite, salt, sand & gravel (industrial), and values indicated by symbol W		138,118
Total 1984 (preliminary)		622,423

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Grose, Andrew P., Dir.
Commission on Econ. Dev.
Capitol Complex
Carson City, 89710
702/885-4325
or 800/336-1600

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

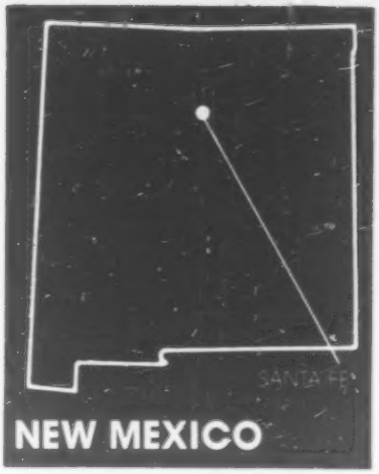
Carson City
Shriver, Robert E., Exec. Dir.
Northern Nev. Dev. Auth.
P.O. Box 140, 87902
702/883-4441

Las Vegas
Sandstrom, Gerald R., Assoc. Dir.
Nev. Dev. Auth.
P.O. Box 11128
McCarran Airport, 89111
702/739-8222

Reno
Dill, Shelby L., C.I.D., Exec. Dir.
Econ. Dev. Auth. of Western Nev.
P.O. Box 11710, 89510
702/322-4004

Wolfe, Hans R., Area Dev. V.P.
First Interstate Bank of Nev.
P.O. Box 11007, 89520
702/784-3401

Sparks
Director
Pacific Freeport Group
P.O. Box 607, 89431
702/358-3931



STATE INFORMATION:

Financial assistance to industry:
Below market rate loan program
State guaranteed 90-10 program for SBA loans
Industrial revenue bonds
Development training program: pre-employment training, on-the-job training, recruitment assistance

Tax rates:
Corporate income tax.....4.8% on income up to $1 million (annual); $48,000 plus 6% of the excess over $1 million on income of $1-$2 million; $108,000 plus 7.2% of excess over $2 million on income exceeding $2 million.
Personal income tax.... graduated rate
Corporate franchise tax.....$.60 per $1,000 of net worth (annual) of domestic & foreign corporations-for-profit.
Gross receipts & compensating tax .....3.75% (up to an additional) 1% may be imposed locally)
Inventory tax ..... business inventories are exempt
Gasoline tax..... $.11/gal.

Advanced education facilities:
Four-year colleges & universities 10
Two-year or junior colleges.....13
Vocational & business schools.....13

Medical facilities:
Hospitals.....58
Clinics.....NA

Labor analysis:
Civilian labor force.....633,000
High-school grads.....17,800
For additional labor market information, contact Employ. Security Dept., P.O. Box 1928, 401 Broadway, N.E., Albuquerque, NM 87103, 505/842-3105

Environment controls:
Air pollution: Health & Environ. Dept., Environ. Improvement Div., Air Quality Bureau, P.O. Box 968, 809 St. Michaels Dr., Santa Fe, 87503, 505/984-0200 ext. 390

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Water pollution: Health & Environ. Dept., Environ. Improvement Div., Water Pollution Control Bureau, (same address as above), 505/984-0200 ext. 318

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
NEW MEXICO	1,300.0	1,451.1
Albuquerque	331.8	358.2
Carlsbad	25.5	NA
Clovis	31.2	NA
Farmington	30.7	NA
Hobbs	28.8	NA
Las Cruces	45.1	50.2
Roswell	39.7	NA
Santa Fe	48.9	53.7

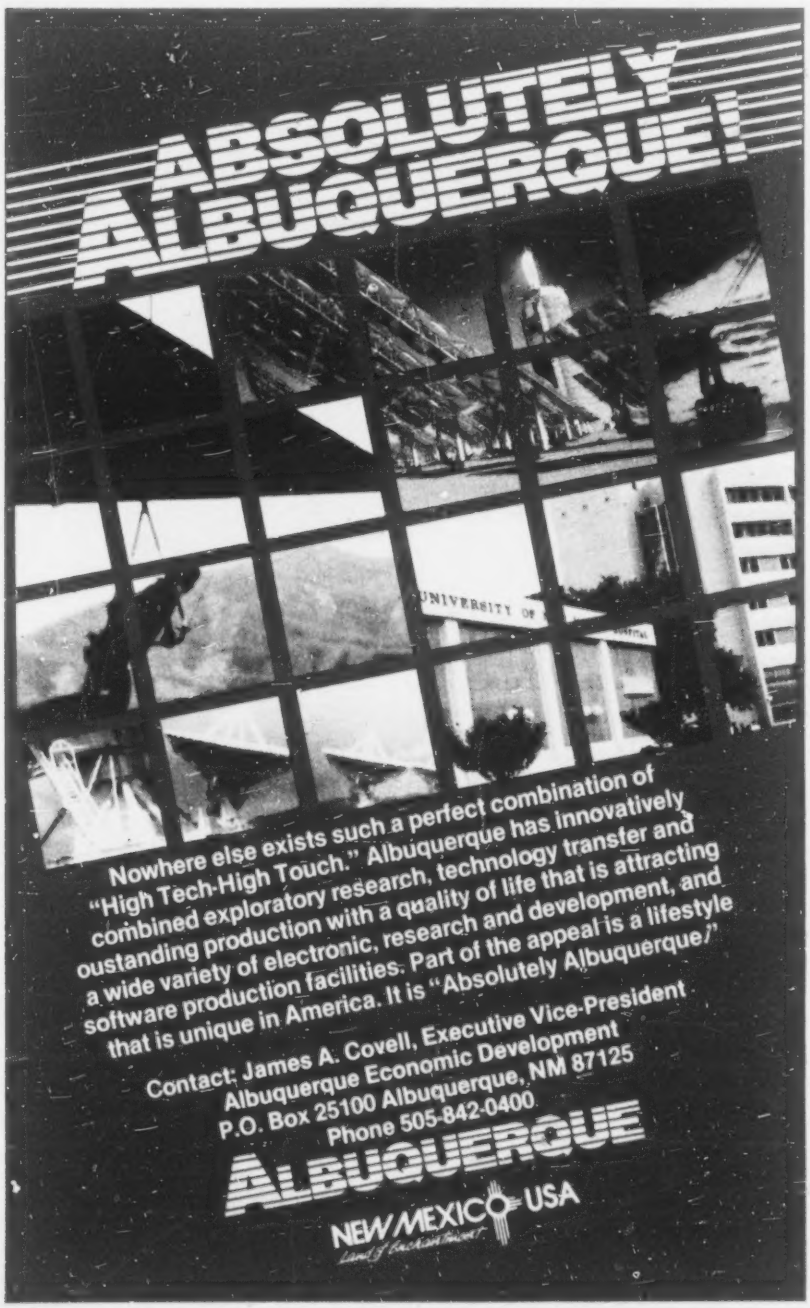
LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
NEW MEXICO		
38.1	41.1	8.44
Albuquerque		
19.4	40.3	8.24

*preliminary figures for production workers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Albuquerque Economic Development
P.O. Box 25100 Albuquerque, NM 87125
Phone 505-842-0400
ALBUQUERQUE
NEW MEXICO USA

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Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW MEXICO		
650.7	56.9	8.7
Albuquerque		
248.1	16.6	6.7
Las Cruces		
44.8	4.2	9.3

*preliminary figures

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	—Thousands—	
Albuquerque	454.5	465.1
Las Cruces	96.3	110.9
Santa Fe	92.9	102.5

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
503.2	NA	NA
MANUFACTURING		
36.6	39.9	7.97
DURABLE GOODS		
23.4	40.2	8.18
Lumber & wood prods.-SIC 24		
2.5	NA	NA
Electric & electronic equipment-SIC 36		
6.3	NA	NA
Transportation equipment-SIC 37		
3.5	NA	NA
NONDURABLE GOODS		
13.2	39.3	7.50
Food & kindred products-SIC 20		
4.2	NA	NA
Textiles & apparel-SIC 22		
2.6	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Albuquerque 1, 3-5, 7-18
Carlsbad 1, 3, 12
Clovis 1, 3, 12
Farmington 3, 6, 12
Hobbs 2, 12
Las Cruces 1, 11
Roswell 1, 3, 12
Santa Fe 1, 11

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Union Pacific System

Airlines

3. Air Midwest
4. American
5. America West
6. Aspen Airways
7. Continental
8. Delta
9. Eastern
10. Frontier Airlines

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Circle 101 on Brochure Service Card

Land of Technology

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11. Jet Aire Airlines
12. Mesa Airlines
13. Ross Aviation
14. Southwest Airlines
15. Trans-Colorado Airlines
16. TWA
17. United
18. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Albuquerque — 5e, 6g
Carlsbad — 7e, 6g
Clovis — 7e, 6g
Farmington — 2e, 6g
Hobbs — 7e, 3g
Las Cruces — 1e, 4g
Roswell — 7e, 6g
Santa Fe — 5e, 6g

1. El Paso Electric Co.
   303 N. Oregon, Box 982, El Paso, TX 79960
2. Farmington Electric Utility
   P.O. Box 900, Farmington 87499
3. Hobbs Gas Co.
   110 S. Fowler, Hobbs 88240
4. Las Cruces Gas System
   P.O. Drawer CLC, Las Cruces 88004
5. Public Service Co. of New Mexico
   Alvarado Sq., Albuquerque 87158
6. Southern Union Co. & Consolidated Subsidiaries
   1800 Interfirst Two Bldg., Dallas, TX 75270
7. Southwestern Pub. Service Co.
   6th at Tyler, Box 1261, Amarillo, TX 79170

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan	Jul	Degree Days Heating	Cooling
Albuquerque	35	79	4414	1254
Clovis	37	77	4076	1194
Hobbs	43	80	2881	1838
Roswell	41	81	3126	1863

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	57	140
Gem stones	NA	200
Gypsum	188	1,542
Lead — metric tons	W	W
Perlite	418	13,940
Potassium salts — thou. metric tons	1,450	222,000
Pumice	156	1,444
Sand & gravel (construction)	6,600	20,000
Stone:		
Crushed	5,200	17,000
Dimension	19	149
Combined value of cement, copper, gold, helium (Grade A), mica (scrap), molybdenum, salt, silver, and values indicated by symbol W		369,131
Total 1984 (preliminary)		645,546

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Thompson, Gordon, Dir.
Econ. Dev. Div.
N. M. Econ. Dev. & Tourism Dept.
Bataan Memorial Bldg.
Santa Fe, 87503
505/827-6200

Railroad & Water Carriers

(See Transportation Index, page 28.)

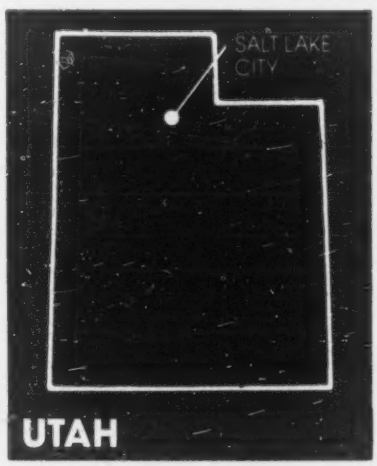
Areas & Others

Albuquerque
Archuleta, Alan, Ind. Dev. Rep.
Public Svc. Co. of N. Mex.
Alvarado Sq., 87158
505/848-2629

Covell, James A., C.I.D., Exec. V.P.
Albuquerque Ind. Dev. Svc., Inc.
P.O. Box 25100, 87125
505/842-0400

Hobbs
Lund, J. Thomas, V.P., Man. Dir.
Ind. Dev. Corp. of Lea Cty.
P.O. Box 1376, 88204
505/397-2039

Roswell
Seagrave, Janet, C.I.D.
Econ. Dev. Dir.
Roswell Chamber of Comm.
131 W. 2nd, Drawer 70, 88201
505/624-6870



STATE INFORMATION:

Financial assistance to industry:
Revenue bonds for capital asset financing
Revenue bonds for pollution control
Aid for job training
No inventory tax

Tax rates:
Corporate income tax .....5% taxable income ($50 min.)
Personal income tax 2¾%-7¾%
Sales tax .....$.625% state; local option up to 1.125%; local transit district .25%
Incorporation tax .....NA
Franchise tax .....5% of net income
Inventory tax .....none
Gasoline tax .....$.14/gal.

Advanced education facilities:
Four-year colleges & universities 6
Two-year or junior colleges 3
Vocational & business schools 10

Medical facilities:
Hospitals 28
Clinics 18

Labor analysis:
Civilian labor force 721,000 (1984)
High-school grads. 19,350
For additional labor market information, contact Job Service, 174 Social Hall Ave. (P.O.Box 11249), Salt Lake City, UT 84147, 801/533-2710

Environment Controls:
Air pollution: Brent C. Bradford, Dir., Bureau of Air Quality, P.O. Box 45500, Salt Lake City, 84145, 801/533-6108

Water pollution: Calvin K. Sudweeks, Dir., Bureau of Water Pollution Control, (same address as above), 801/533-6146

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
UTAH	1,461.0	1,680.5
Bountiful	32.9	NA
Logan	26.8	NA
Murray	25.8	NA
Ogden	64.4	68.7
Orem	52.4	62.3
Provo	73.9	77.9
Salt Lake City	163.0	166.9
Sandy City	51.0	64.9
West Jordan	26.8	NA

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
UTAH		
96.7	40.9	9.43
Salt Lake City-Ogden		
65.3	39.9	9.25

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
UTAH		
775.6	40.6	5.2
Provo-Orem		
98.7	5.5	5.5
Salt Lake City-Ogden		
495.2	24.8	5.0

*preliminary figures

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	—Thousands—	
Provo-Orem	218.1	255.7
Salt Lake City-Ogden	936.3	1,032.7

Area Wage Survey

Average straight-time hourly earnings

	Salt Lake City-Ogden 11-84
Office, professional, & technical	
Payroll clerks	$ 7.59
Accounting clerks	6.69
File clerks	5.26
Typists	5.70
Key entry operators	6.25
Secretaries	8.43
Stenographers	9.33
Switchbd opr-recept's	5.53
Drafters	10.70
Electronic technicians	9.71
Computer operators	9.41
Computer programmers	11.69
Computer systems analysts	15.88
Maintenance & powerplant	
Carpenters	12.17
Electricians	12.90
Engineers, stationary	12.69
Machinists	12.12
Mechanics (machinery)	11.15
Tool & die makers	12.74
Custodial & material movement	
Guards	4.53
Janitors, porters, & cleaners	4.40
Laborers, material handling	10.09
Shippers & receivers	7.40
Truckdrivers	9.57
Forklift operators	9.81

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
601.4	NA	NA
MANUFACTURING		
94.2	40.1	8.95
DURABLE GOODS		
66.6	41.5	9.11
Primary metal industries-SIC 33		
5.7	41.3	13.85
Fabricated metal prods.-SIC 34		
20.9	41.3	8.63
Electric & electronic equipment-SIC 36		
9.7	NA	NA
Transportation equipment-SIC 37		
12.7	42.5	10.89
NONDURABLE GOODS		
27.5	36.9	8.50
Food & kindred products-SIC 20		
8.7	39.1	7.95
Textiles & apparel-SIC 22		
6.5	NA	NA
Chemicals & petroleum-SIC 28		
3.7	42.6	12.71

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Ogden	29	77	5866	955
Salt Lake City	29	78	5802	981

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (S) = Salt Lake City

Bountiful (S)
Logan 3 (S)
Murray 1, 3 (S)
Ogden 1, 2, 3 (S)
Orem (S)
Provo 1, 3 (S)
Salt Lake City 1, 3-17
Sandy City (S)
West Jordan 1 (S)

Railroads

1. Denver & Rio Grande Western R.R.
2. Southern Pacific Lines
3. Union Pacific System

Airlines

4. Alpine Aviation
5. American
6. America West
7. Continental
8. Delta
9. Eastern
10. Frontier Airlines
11. Horizon Air
12. Pride Air
13. Republic
14. Skywest Airlines
15. TWA
16. United
17. Western

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bountiful — 1e, 3g
Logan — 2e, 3g
Murray — 4e, 3g
Ogden — 6e, 3g
Orem — 6e, 3g
Provo — 5e, 3g
Salt Lake City — 6e, 3g
Sandy — 6e, 3g
West Jordan — 6e, 3g

1. Bountiful City Lt. & Power
   198 S. 200 West, Bountiful 84010
2. Logan City Munic. Lt. & Pwr.
   61 W. 100 North St., Logan 84321
3. Mountain Fuel Supply Co.
   180 E. 1st South St., Salt Lake City 84139
4. Murray City Power Dept.
   153 W. 4800 South, Murray City 84107
5. Provo City Power Dept. of Utilities
   251 W. 800 North, Provo 84601
6. Utah Power & Light Co.
   1407 W. N. Temple St., Box 899, Salt Lake City 84110

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (excl. fuller's earth)	272	2,053
Copper — metric tons (recov. cont. of ores, etc.)	W	W
Gem stones	NA	80
Gold — troy ozs. (recov. cont. of ores, etc.)	W	W
Gypsum	339	2,780
Lead — metric tons (recov. cont. of ores, etc.)	W	W
Lime	312	16,536
Salt	958	26,342
Sand & gravel (construction)	10,400	21,500
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	W	W
Stone (crushed)	4,700	15,000
Combined values of asphalt (native), beryllium concentrate, cement, clays (fuller's earth), iron ore (usable), magnesium compounds, molybdenum, perlite, phosphate rock, potassium salts, sodium sulphate, vanadium, zinc (1984), and values indicated by symbol W		440,963
Total 1984 (preliminary)		525,258

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Grant, David J., Dir.
Utah Econ. Dev. Div.
6150 State Office Bldg.
Salt Lake City, 84114
801/533-5325
or 800/453-8824

Railroad & Water Carriers

(See Transportation Index, page 28)

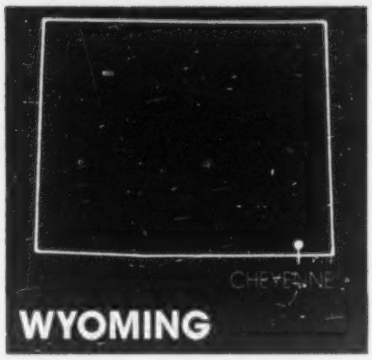
Areas & Others

Farmington
Mayfield, Rick, Econ. Dev. Dir.
Davis County
P.O. Box 618, 84025
801/451-3278

Ogden
Barton, Jon R., Asst. Dir.
Weber Cty. Ind. Dev. Corp.
Ste. 11205, 26th St., 84401
801/627-1333

Provo
Majewski, Michael J., Econ. Dev. Coord.
Provo City Corp.
P.O. Box 1849, 84603
801/375-1822

Salt Lake City
Birdsall, Gary W., Mkt. Dev. Dir.
Mountain Fuel Supply Co.
180 E. First S., 84139
801/534-5288



STATE INFORMATION:

Financial assistance to industry:
- Industrial revenue bonds
- Local dev. corporations & councils
- Bonds for pollution control
- No personal or corporate tax
- State small business financing

Tax rates:
- Corporate income tax ..... none
- Personal income tax ..... none
- Sales tax ..... 3%(1% county option)
- Franchise & incorp. tax ..... graduated
- Inventory tax ..... none
- Gasoline tax ..... $.08/gal.

Advanced education facilities:
- Four-year colleges & universities 1
- Two-year or junior colleges 7
- Vocational & business schools 8

Medical facilities:
- Hospitals 28
- Clinics ..... NA

Labor analysis:
- Civilian labor force 250,000
- High school graduates 6,000

For additional labor market information, contact Employ. Security Commission, ESC Bldg., Cheyenne, WY 82002, 307/777-7937

Environment controls:

Air & water pollution: Robert E. Sundin, Dir., Dept. of Environ. Quality, Herschler Bldg., Cheyenne, WY 82002, 307/777-7937

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
WYOMING	470.8	515.6
Casper	51.0	50.9
Cheyenne	47.3	51.3

Metropolitan Statistical Area (MSA)

	Census 1980	Estimate 1985
	—Thousands—	
Casper	71.9	76.2

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
WYOMING		
8.6	40.0	9.85

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
WYOMING		
250.7	14.1	5.6

*preliminary figures

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
198.9	NA	NA
MANUFACTURING		
8.3	39.8	8.86
DURABLE GOODS		
4.0	NA	NA
NONDURABLE GOODS		
4.3	NA	NA
Petroleum & coal prods.-SIC 29		
1.1	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Casper 1, 2, 5-10, 12, 13
Cheyenne 1, 3, 4, 8, 11

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western System
3. Union Pacific System

Airlines

4. Air Resorts
5. Centennial Airlines
6. Continental Commuter
7. Frontier Airlines
8. Mountain West Airlines
9. Northwest Airlink
10. Pioneer Airlines
11. Rocky Mt. Airways
12. United
13. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Casper — 3e, 2g
Cheyenne — 1eg

1. Cheyenne Lt., Fuel & Pwr. Co.
   108 W. 18th St., Cheyenne 82003
2. Northern Utilities Inc.
   441 S. Center St., Casper 82601
3. Pacific Power & Light Co.
   920 S.W. Sixth Ave., Portland, OR 97204

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	2,713	66,569
Gem stones	NA	225
Gypsum	424	3,477
Sand & gravel (construction)	3,900	10,800
Stone (crushed)	2,800	10,000
Combined value of beryllium concentrate (1983), cement (portland), iron ore, lime (1983), and sodium carbonate		434,361
Total 1984 (preliminary)		525,432

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Casper	22	71	7642	457
Cheyenne	26	69	7310	309

DEVELOPMENT COUNSELORS:

State Development Agency

Goodman, Robert, Dir.
Econ. Dev. & Stabilization Bd.
Herschler Bldg., 3rd Fl.
Cheyenne, 82002
307/777-7287

Railroad & Water Carriers

(See Transportation Index, page 00.)

Areas & Others

Cheyenne
Dettmann, Floyd J., Mgr.
Land & Ind. Dev.
Upland Industries
1805 Capitol Ave., Ste. 204, 82001
307/634-5647

Miller, Harold M., Exec. Dir.
Ind. Dev. Assn. of Cheyenne
2101 O'Neil Ave., 82001
307/637-6385

Cody
Schilling, William C., Dir.
Cody Econ. Dev. Council
P.O. Box 2777E, 82414
307/587-2639

PACIFIC STATES

- ALASKA
- CALIFORNIA
- HAWAII
- OREGON
- WASHINGTON

Regional Review

The Pacific Coast has held an attraction for people and businesses for many years. A favorable lifestyle and climate, excellent transportation facilities, and a unique position to the Pacific Rim countries offer a rationale for why the region has grown 8.3% since 1980 and for why California, the region's largest state, is now the most populous state in the United States.

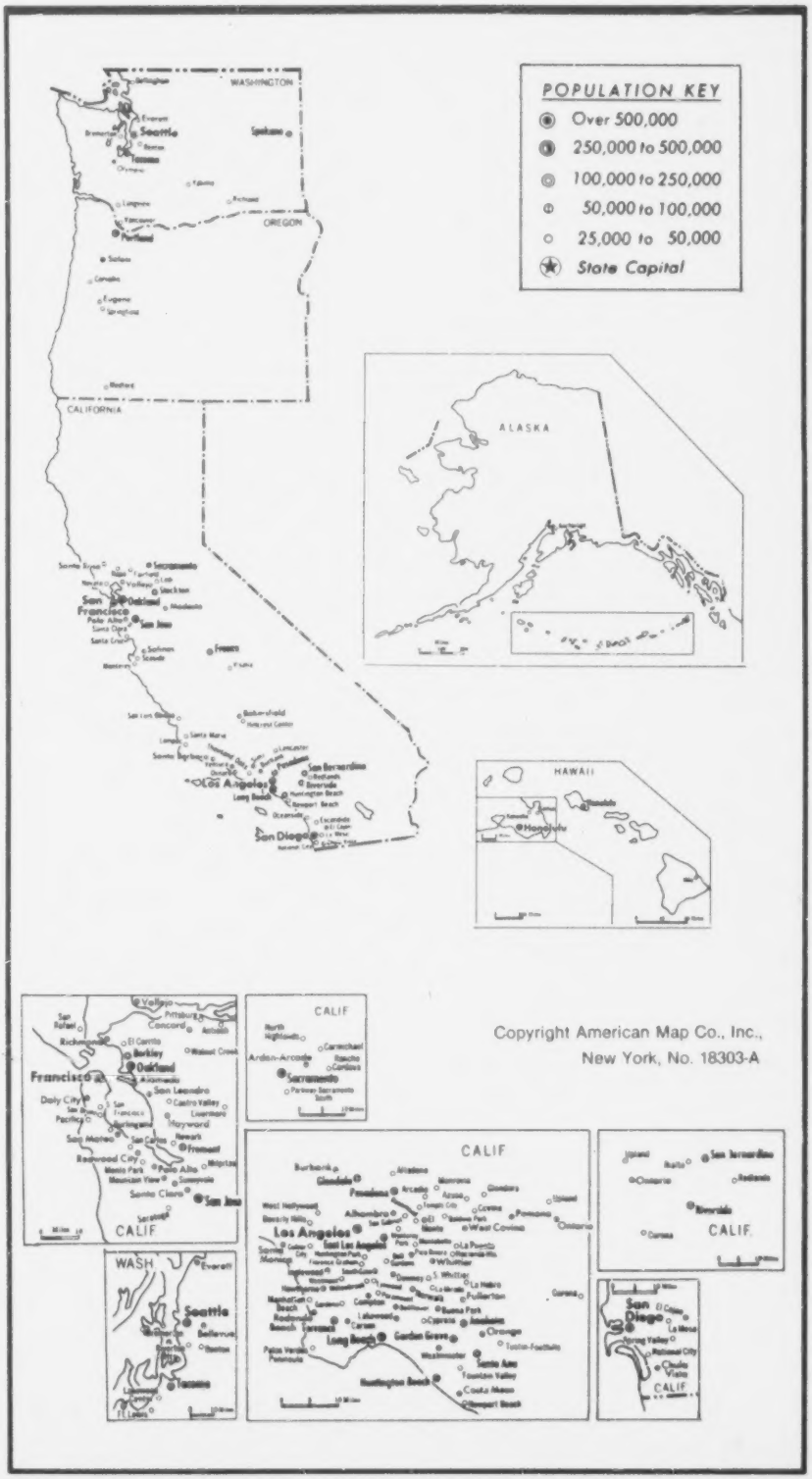
For the rest of the decade, the region is working to continue its growth in the electronics and aerospace industries. In addition, international trade and relations, especially with Japan, will be stressed as regional strong points.

California. The state has the largest budget surplus of any U.S. state—nearly $1 billion in 1985. It has eliminated business inventory and inheritance taxes and has put a cap on property taxes. Since 1983 California has launched a $1.5-million business marketing program, started a $16-billion capital improvement plan for public works and roadways, and devoted $21.6 billion in taxes to education—53% of the state's general fund.

The above facts and figures help to explain why 25,816,590 people live in the state and why 61,160 new business incorporations started up in 1985.

Development increased in most of the largest cities. Notably, business permit values in the first six months of 1985 were up 149.5% in Berkeley, 90.2% in Ontario, 61.1% in Glendale, and 45.6% in Pomona. These increases forecast building activity in these areas for 6 to 18 months.

Alaska. Falling oil prices are costing Alaska's economy millions of dollars in revenue. At the peak of the oil boom in 1980 and 1981, the state had an annual budget of nearly $5 billion; this figure has been reduced by $900 million since then. Oil production and processing and transportation make up 85% of the state's budget.



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Despite the recent decline in revenue, Alaska's Permanent Fund should help keep the economy stable. The fund was created as a savings account in 1980 and now contains nearly $1 billion.

In 1985 overall nonfarm employment increased 2.38%. From 1980 to 1985 the population grew 28.1%—the largest increase in the region and in the country.

Oregon. More than $1.2 billion in planned industrial and commercial investments were announced in 1985 by the Oregon Economic Development Department. In a state known for its failing timber market, these investments illustrate the success of the state's new aggressive pursuit of business.

Recent actions taken to improve the business climate include the repeal of the unitary tax, a reduction in workers' compensation rates, the formation of an economic action council to assist negotiations with corporations, and a reduction in land-use regulations. Developments in 1985 included a $10-million facility planned for the Twin Oaks Business Park in the Sunset Corridor and a high level of land sales recorded by the Port of Portland.

Hawaii. 4,870,130 visitors went to the state in 1985, an estimated 11% increase over 1984 in spite of a 29-day United Airlines strike in May. This increase will help to offset the current slump in the sugar industry, which, after tourism, is the state's second-largest industry.

New construction in 1985 totaled $1.3 billion, an increase of 12% over 1984. Though both residential and nonresidential construction were on the rise, public construction awards were depressed in 1985 for the federal and state governments.

The state is continuing to diversify. Two new sectors shared the limelight in 1985: sports and film. In sports, the Honolulu Marathon and the Ironman Triathlon attracted increasing numbers of participants and spectators. In film, production expenditures totaled $41 million in 1985 and brought thousands of jobs to the state.

Washington. After three decades of debate, downtown Seattle finally has a redevelopment project in the works. Starting next year the Westlake Triangle will become the new $100-million Westlake Mall, and the former site of the 1962 Worlds Fair will be restored. This project is spurring other developments in the city: In the first six months of 1985 building permit values rose 41.5% to $249,863,952.

Population growth increased 5.7% from 1980 to 1985. New business incorporations were up 1.4% in 1985. Total nonfarm employment increased nearly 2.5% with all sectors but government registered significant gains. □

STATE INFORMATION:

Financial assistance to industry:
- Bonds & loans from Alaska Indus. Dev. Authority
- Loans from Alaska Commercial Fishing & Agriculture Bank, a private lending cooperative
- Loans for advanced mineral exploration from Mining Loan Fund
- Assistance for development of mining access roads from Department of Natural Resources

Tax rates:
- Corporate income tax ....15% on first $25,000 net income, 18% from $25,000 to $50,000, 30% from $50,000 to $75,000, 40% from $75,000 to $100,000, & 46% on taxable income over $100,000
- Personal property tax ....local; property assessed at 100% valuation & rates range from 0 to 23 mills.
- Sales tax....local; rates vary from 0%-6%
- Incorporation fee....$100 domestic, $200 foreign
- Franchise tax....none
- Inventory tax....local in some communities
- Gasoline tax....Aviation gas .04% jet .025%; highway .08%; marine .05%

Advanced education facilities:
- Four-year colleges & universities 3
- Two-year or junior colleges....10
- Vocational & business schools ....several private & union

Medical facilities
- Hospitals....26
- Nursing homes....17
- Clinics....200 (incl. village health clinics)

Labor analysis:
- Civilian labor force....229,000 (1983)
- High-school grads....86%

For additional labor market information, contact Employ. Security Division, Dept. of Labor, P.O. Box 3-7000, Juneau, AK 99802, 907/465-2712

Environment controls:

Air & water pollution: Richard A. Nevé, Cmsr., Dept. of Environ. Conservation, Pouch O, Juneau, 99811, 907/465-2600

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	Thousands	
ALASKA	400.5	523.7
Anchorage	173.0	229.8

Metropolitan Statistical Area (MSA)

	Census 1980	Estimate 1985
	Thousands	
Anchorage	173.0	229.8

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
ALASKA		
14.3	41.5	12.89

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
ALASKA		
252.5	20.7	8.2

*preliminary figures

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
225.0	NA	NA
MANUFACTURING		
11.2	39.3	12.25
Lumber & paper prods-SIC 24		
2.2	38.8	16.78
Food & kindred products-SIC 20		
6.0	38.5	8.30

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following name of city designate agencies listed below.

Anchorage 1-25

Railroads

1. Alaska Railroad Corp.

Airlines

2. Air France
3. Airpac
4. Alaska Aeronautical
5. Alaska Airlines
6. American
7. British Airways
8. China Airlines
9. Harbor Air
10. Japan Air Lines
11. KLM
12. Korean Air Lines
13. Lufthansa
14. Markair
15. Northwest
16. Reeve Aleutian
17. Sabena
18. SAS
19. Seair Alaska
20. Southcentral Air
21. Talarik Creek Air Taxi
22. United
23. Western Airlines
24. Wien Airlines
25. Wilburs Flight Opr.

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Anchorage — 1e, 2e, 3g

1. Anchorage Mun. Lt. & Pwr. Dept. 1200 E. 1st Ave., Anchorage 99501
2. Chugach Elec. Assoc., Inc. 5601 Minnesota Dr., Box 6300 Anchorage 99502-0300
3. Enstar Natural Gas Co./Alaska Pipeline Co., 3000 Spenard Rd., Box 6288, Anchorage 99502

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	NA	60
Gold — troy ozs. (recov. cont. of ores, etc.)	W	W
Sand & gravel (construction)	42,400	76,600
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	W	W
Stone (crushed)	2,300	10,800
Combined value of cement (portland), copper (1983), lead (1983), tin, and values indicated by symbol W		10,800
Total 1984 (preliminary)		98,733

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Anchorage	13	58	10816	0

DEVELOPMENT COUNSELORS:

State Development Agency

Fletcher, Paul, Dir.
Office of Enterprise
Pouch D
Juneau, AK 99811

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Anchorage
Yarzebinski, Joseph A.
Sr. Plnr./Econ. Dev., Research Sec.
Munic. of Anchorage
Pouch 6650, 99502
907/264-4222

Ketchikan
Hiebert, Gail, Econ. Dev. Dir.
City of Ketchikan
334 Front St., 99901
907/225-3111

STATE INFORMATION:

Financial assistance to industry:
- Bonds for pollution control
- Employment training
- Enterprise zones
- Small business loans & loan guarantees
- Industrial development bonds

Tax rates:

Corporate income tax	9.6%
Personal income tax	1%-11% indexed
Sales tax	6%-6.5%
Inventory tax	none
Franchise & incorp. tax	NA
Gasoline tax	$.09/gal.

Advanced education facilities:

Four-year colleges & universities	159
Two-year or junior colleges	106
Vocational & business schools	2,500

Medical facilities:

Hospitals	576
Clinics	NA

Labor analysis:

Civilian labor force	12,900,000
High school graduates	232,199

For additional labor market information, contact Employ. Dev. Dept., 800 Capital Mall, Sacramento, CA 95814

Environment controls:

Air & water pollution: Off. of Permit Assistance, 1400 10th St., Sacramento, CA 95814, 916/445-4831

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
CALIFORNIA	23,668.6	25,806.6
Alameda	63.9	72.7
Alhambra	64.6	69.5
Anaheim	221.8	236.3
Antioch	43.6	47.3
Arcadia	46.0	47.5
Azusa	29.4	NA
Bakersfield	105.6	136.3
Baldwin Park	50.6	57.9
Bell	25.5	NA
Bellflower	53.4	56.9
Bell Gardens	34.1	NA
Berkeley	103.3	104.6
Beverly Hills	32.4	NA
Brea	27.9	NA
Buena Park	64.2	65.8
Burbank	84.6	87.3
Burlingame	26.2	NA
Camarillo	37.7	NA
Campbell	27.1	NA
Carlsbad	35.5	NA
Carson	81.2	85.0
Cerritos	52.8	55.3
Chico	26.6	30.2
Chino	40.2	47.1
Chula Vista	83.9	90.7
Claremont	31.0	NA
Clovis	33.0	NA
Colton	27.4	NA
Compton	81.3	88.1
Concord	103.3	104.8
Corona	37.8	NA
Costa Mesa	82.3	86.6
Covina	33.8	NA
Culver City	38.1	NA
Cupertino	25.8	NA
Cypress	40.4	42.1
Daly City	78.5	82.1
Davis	36.6	40.1
Downey	82.6	83.5
El Cajon	73.9	82.5
El Monte	79.5	90.4
Escondido	62.5	76.6
Fairfield	58.1	65.9
Fontana	37.1	NA
Fountain Valley	55.1	55.6
Fremont	131.9	144.3
Fresno	218.2	272.9
Fullerton	102.0	108.0
Gardena	45.2	47.9
Garden Grove	123.4	130.6
Glendale	139.1	148.6
Glendora	38.7	NA
Hawthorne	56.4	58.1
Hayward	94.2	98.8
Huntington Beach	170.5	181.3
Huntington Park	46.2	50.4
Inglewood	94.2	99.0
Irvine	62.1	80.3
La Habra	45.2	47.7
Lakewood	74.7	74.7

La Mesa	50.3	52.6
La Mirada	41.0	41.1
Lancaster	48.0	55.5
La Puente	30.9	NA
Livermore	48.3	51.4
Lodi	35.2	40.2
Lompoc	26.3	29.4
Long Beach	361.3	380.6
Los Altos	25.8	NA
Los Angeles	2,966.8	3,135.3
Los Gatos	26.6	NA
Lynwood	48.5	53.0
Manhattan Beach	31.5	NA
Menlo Park	25.7	NA
Merced	36.5	NA
Milpitas	37.8	NA
Modesto	106.1	126.3
Monrovia	30.5	NA
Montebello	52.9	56.5
Monterey	27.6	29.1
Monterey Park	54.3	58.6
Mountain View	58.7	62.0
Napa	50.9	55.4
National City	48.8	54.8
Newark	32.1	NA
Newport Beach	63.5	66.5
Norwalk	85.2	87.2
Novato	43.9	45.8
Oakland	339.3	353.6
Oceanside	76.7	91.9
Ontario	88.8	107.4
Orange	91.8	98.1
Oxnard	108.2	123.9
Pacifica	36.9	NA
Palm Springs	32.3	37.9
Palo Alto	55.2	56.0
Paramount	36.4	NA
Pasadena	119.4	126.2
Petaluma	33.8	37.5
Pico Rivera	53.5	56.3
Pittsburg	33.0	NA
Placentia	35.0	NA
Pleasant Hill	25.1	NA
Pleasanton	35.2	NA
Pomona	92.7	107.2
Rancho Cucamonga	55.3	64.6
Rancho Palos Verdes	35.2	NA
Redding	42.0	50.3
Redlands	43.6	49.7
Redondo Beach	57.1	61.3
Redwood City	55.0	56.2
Rialto	35.6	NA
Richmond	74.7	77.0
Riverside	170.9	182.0
Rosemead	42.6	45.9
Roseville	24.3	29.9
Sacramento	275.7	306.4
Salinas	80.5	89.0
San Bernardino	118.1	131.5
San Bruno	35.4	NA
San Clemente	27.3	NA
San Diego	875.5	969.1
San Francisco	679.0	688.6
San Gabriel	30.1	NA
San Jose	636.6	691.4
San Leandro	64.0	65.1
San Luis Obispo	34.3	NA
San Mateo	77.6	81.1
San Rafael	44.7	44.6
Santa Ana	203.7	224.2
Santa Barbara	74.5	78.0
Santa Clara	87.7	89.9
Santa Cruz	41.5	45.3
Santa Maria	39.7	47.8
Santa Monica	88.3	92.2
Santa Rosa	83.2	93.9
Saratoga	29.3	NA
Seal Beach	26.0	NA
Seaside	36.6	38.0
Simi Valley	77.5	86.3
South Gate	66.8	76.4
South San Francisco	49.4	51.2
Stockton	149.8	174.2
Sunnyvale	106.6	110.8
Temple City	29.0	NA
Thousand Oaks	77.8	94.2
Torrance	131.5	134.5
Tulare	24.6	26.2
Turlock	26.3	32.1
Tustin	32.1	NA
Union City	39.4	NA
Upland	47.6	52.6
Vacaville	43.4	49.9
Vallejo	80.2	90.1
Ventura	74.5	84.8
Visalia	49.7	58.8
Vista	35.8	NA
Walnut Creek	53.6	58.4
West Covina	80.1	90.2
Westminster	71.1	73.8
Whittier	68.9	70.0
Woodland	30.2	33.6
Yorba Linda	28.3	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	Thousands	
*Anaheim-Santa Ana	1,931.6	2,103.6
Bakersfield	403.1	460.5
Chico	143.9	163.6
Fresno	515.0	569.9
*Los Angeles-Long Beach	7,477.7	7,908.9
Modesto	265.9	299.8
*Oakland	1,762.0	1,875.8
*Oxnard-Ventura	529.9	596.9
Redding	115.7	134.6

Area Wage Survey

Average straight-time hourly earnings

	Anaheim-Santa Ana-Garden Grove 10/84	Los Angeles-Long Beach 10/84	Fresno 6/85	San Diego 12/84	San Francisco-Oakland 3/85	San Jose 3/85	Sacramento 12/84
Office, professional, & technical							
Payroll clerks $	7.59	8.47	7.34	7.08	9.08	9.10	7.65
Accounting clerks	7.56	7.99	7.09	6.94	9.06	8.09	7.64
File clerks	5.54	6.40	5.30	5.47	6.52	5.75	4.35
Typists	5.98	7.63	5.62	6.56	6.88	8.06	6.35
Key entry operators	6.82	7.54	6.68	6.41	8.10	8.67	7.08
Secretaries	9.39	10.11	8.25	8.95	10.78	10.70	9.51
Stenographers	NA	9.10	NA	7.95	9.50	NA	NA
Switchbd opr-receptionists	6.20	6.77	6.08	5.82	7.41	7.27	5.77
Drafters	10.79	10.60	8.73	9.68	13.18	11.29	11.29
Electronics technicians	12.76	12.74	NA	11.08	13.55	11.89	NA
Computer operators	8.90	9.53	7.97	8.69	9.99	10.23	8.51
Computer programmers (business)	12.73	12.87	11.31	11.78	14.13	14.78	11.52
Computer systems analysts	14.81	15.84	16.20	15.13	16.96	16.90	15.19
Maintenance & powerplant							
Carpenters	11.97	13.28	NA	12.85	15.83	NA	NA
Electricians	13.12	13.48	13.15	14.16	15.37	14.23	13.77
Engineers, stationary	12.91	14.56	NA	NA	15.89	NA	14.20
Machinists	11.17	NA	12.54	13.56	15.45	13.80	14.22
Mechanics (machinery)	11.16	12.58	11.60	12.86	14.39	14.59	12.61
Tool & die makers	12.45	14.45	NA	13.30	16.62	16.99	NA
Custodial & material movement							
Guards	5.46	5.67	4.62	4.95	5.57	5.97	5.58
Janitors, porters, & cleaners	5.29	6.43	5.35	5.00	8.84	6.99	6.74
Laborers, mat'l handling	9.16	8.39	NA	8.07	10.21	7.62	9.78
Shippers & receivers	7.07	7.96	8.74	6.84	10.16	8.02	NA
Truckdrivers	10.61	10.42	10.98	11.98	13.18	12.42	12.21
Forklift operators	10.15	9.51	9.82	10.43	12.28	10.08	10.62

*Riverside-San Bernardino	1,557.1	1,825.4
Sacramento	1,014.0	1,242.4
Salinas-Seaside-Monterey	290.4	324.8
San Diego	1,861.8	2,085.3
*San Francisco	1,489.0	1,526.3
*San Jose	1,295.1	1,377.5
Santa Barbara-Santa Maria-Lompoc	298.7	322.0
*Santa Cruz	188.1	216.8
*Santa Rosa-Petaluma	299.8	335.3
Stockton	347.3	393.0
*Vallejo-Fairfield-Napa	334.4	379.5
Visalia-Tulare-Porterville	245.8	279.2
Yuba City	102.0	110.4

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
CALIFORNIA		
2,083.2	40.4	10.17
Anaheim-Santa Ana		
233.5	NA	NA
Los Angeles-Long Beach		
908.7	NA	NA
San Diego		
120.5	NA	NA
San Francisco		
84.9	NA	NA
San Jose		
285.6	NA	NA

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
CALIFORNIA		
12,690.6	892.0	7.0
Anaheim-Santa Ana		
1,291.3	56.9	4.4
Bakersfield		
218.3	24.6	11.3
Fresno		
323.9	31.6	9.7
Los Angeles-Long Beach		
3,925.0	262.0	6.7
Modesto		
140.4	17.2	12.3
Oakland		
926.8	62.2	6.7
Oxnard-Ventura		
274.4	24.2	8.8
Riverside-San Bernardino		
664.2	56.7	8.5
Sacramento		
577.8	39.6	6.8
Salinas-Seaside-Monterey		
148.9	12.5	8.4
San Diego		
893.1	50.3	5.6
San Francisco		
833.9	42.6	5.1
San Jose		
869.8	52.7	6.1
Santa Barbara-Santa Maria-Lompoc		
163.7	9.1	5.6
Santa Rosa-Petaluma		
157.0	9.7	6.2
Stockton		
189.0	20.0	10.6
Vallejo-Fairfield-Napa		
145.4	11.1	7.6

*preliminary figures

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
10,553.2	NA	NA
MANUFACTURING		
2,047.0	40.3	9.77
DURABLE GOODS		
1,403.5	40.9	10.10
Lumber & wood prods.-SIC 24		
54.8	40.3	9.34
Furniture & fixtures-SIC 25		
59.1	40.5	7.08
Stone, clay, & glass prods.-SIC 32		
51.1	41.2	11.24
Primary metal industries-SIC 33		
42.0	42.1	10.19
Fabricated metal products-SIC 34		
143.9	41.1	9.45
Machinery, except electrical-SIC 35		
237.4	41.1	10.35
Electric & electronic equipment-SIC 36		
395.5	41.0	9.92
Transportation equipment-SIC 37		
274.1	40.9	12.22
Instruments & related prods.-SIC 38		
107.4	40.6	9.69
Misc mfg. inds-SIC 39		
38.3	39.1	7.34
NONDURABLE GOODS		
643.6	39.2	9.12
Food & kindred products-SIC 20		
175.0	39.2	10.06

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Textile mill products-SIC 22
14.1 41.9 5.94
Apparel & other textile prods.-SIC 23
109.0 37.2 5.62
Paper & allied products-SIC 26
38.6 41.1 11.33
Printing & publishing-SIC 27
136.7 38.0 11.20
Chemicals & allied products-SIC 28
64.2 40.7 10.62
Petroleum & coal prods-SIC 29
30.0 42.9 14.15
Rubber & misc. plastics prods.-SIC 30
67.5 41.0 7.38
Leather & leather prods-SIC 31
8.5 37.8 6.16

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Alameda 1, 2, 3 (Oakland)
Alhambra 2 (Burbank)
Anaheim 1, 2, 3 (Orange County)
Antioch 1, 2 (Oakland)
Arcadia 1 (Burbank)
Azusa 1, 2 (Ontario)
Bakersfield 1, 2, 16, 36, 49, 64, 69
Baldwin Park 2 (Ontario)
Bell 1, 2, 3 (Los Angeles)
Bell Gardens (Los Angeles)
Bellflower 2 (Long Beach)
Berkeley 1, 2 (Oakland)
Beverly Hills (Los Angeles)
Brea 2 (Orange County)
Buena Park 1, 2 (Orange County)
Burbank 2, 6, 10, 12, 16, 17, 25, 43, 45, 56, 64, 68, 73, 75
Burlingame 2 (San Francisco)
Camarillo 2 (Oxnard)
Campbell 2 (San Jose)
Carlsbad 1 (San Diego)
Carson 1, 2, 3 (Long Beach)
Cerritos (Long Beach)
Chico 2, 3, 73
Chino 2 (Ontario)
Chula Vista (San Diego)
Claremont 1, 2 (Ontario)
Clovis 2 (Fresno)
Colton 1, 2, 3 (Riverside)
Compton 2 (Long Beach)
Concord 2 (Oakland)
Corona 1 (Riverside)
Costa Mesa 2 (Orange County)
Covina 2 (Ontario)
Culver City 2 (Los Angeles)
Cupertino (San Jose)
Cypress 2 (Long Beach)
Daly City (San Francisco)
Davis 2 (Sacramento)
Downey 2 (Long Beach)
El Cajon (San Diego)
El Monte 2 (Ontario)
Escondido 1 (San Diego)
Fairfield (Oakland)
Fontana 1, 2 (Ontario)
Fountain Valley (Orange County)
Fremont 3 (San Jose)
Fresno 1, 2, 45, 49, 56, 64, 69, 73, 75
Fullerton 1, 2, 3, 16 (Ontario)
Garden Grove 2 (Long Beach)
Gardena 2 (Los Angeles)
Glendale 2, 3 (Burbank)
Glendora 1 (Ontario)
Hawthorne 1, 2 (Los Angeles)
Hayward 2, 3 (Oakland)
Huntington Beach (Orange County)
Huntington Park 1, 2, 3 (Los Angeles)
Inglewood 1 (Los Angeles)
Irvine 1 (Orange County)
La Habra 2, 3 (Long Beach)
La Mesa (San Diego)
La Mirada 1, 2 (Long Beach)
La Puente (Ontario)
Lakewood 3 (Long Beach)
Lancaster 2 (28 through Palmdale)
Livermore 2, 3 (Oakland)
Lodi 2 (Stockton)
Lompoc 2 (Santa Maria)
Long Beach 1-3, 12, 16, 38, 56, 69
Los Altos (San Jose)
Los Angeles 1-22, 24-34, 36-47, 49, 50, 52-60, 62-77
Los Gatos (San Jose)
Lynwood (Los Angeles)
Manhattan Beach (Los Angeles)
Menlo Park 2 (San Jose)
Merced 1, 2, 76
Milpitas 2, 3 (San Jose)
Modesto 2, 3, 73, 76
Monrovia 1 (Burbank)
Montebello 1, 3 (Los Angeles)
Monterey 49, 69, 73, 76
Monterey Park 2 (Burbank)
Mountain View 2 (San Jose)
Napa 2 (Santa Rosa)
National City 1 (San Diego)
Newark 2 (San Jose)
Newport Beach (Orange County)
Norwalk 2 (Long Beach)
Novato (Oakland)
Oakland 1-3, 6, 12, 15-17, 33, 38, 52, 56, 61, 66, 69, 75, 77
Oceanside 1 (San Diego)
Ontario 2, 3, 6, 12, 16, 17, 25, 27, 29, 56, 64-66, 68, 69, 73, 75
Orange County 1, 2, 6, 16, 17, 23, 25, 33, 36, 38, 43, 45, 56, 59, 73, 75
Oxnard 2, 76
Pacifica (San Francisco)
Palm Springs 2, 6, 12, 16, 33, 64, 68, 69, 75
Palo Alto 2 (San Jose)
Paramount 2, 3 (Long Beach)
Pasadena 1, 2 (Burbank)
Petaluma 2 (Oakland)
Pico Rivera 1, 2, 3 (Los Angeles)
Pittsburg 1, 2, 3 (Oakland)
Placentia 1 (Orange County)
Pleasant Hill (Oakland)
Pleasanton 2, 3 (Oakland)
Pomona 1, 2, 3 (Ontario)
Rancho Palos Verde (Los Angeles)
Redding 2, 69, 73, 76
Redlands 1, 2 (Riverside)
Redondo Beach (Los Angeles)
Redwood City 2 (San Francisco)
Rialto 1, 2 (Riverside)
Richmond 1, 2 (Oakland)
Riverside 1, 2, 3, 28
Rosemead 2 (Burbank)
Sacramento 2, 3, 6, 16, 17, 33, 35, 45, 49, 55, 56, 59, 69, 73, 75, 76
Salinas 2 (Monterey)
San Bernardino 1, 2, 3 (Riverside)
San Bruno 2 (San Francisco)
San Clemente 1 (Orange County)
San Diego 1, 16, 17, 25, 27, 29, 33, 36, 46-48, 51, 52, 55, 56, 59, 64, 65, 68-70, 75
San Francisco 1-3, 6, 7, 12, 15-17, 19, 20, 22, 24-27, 29, 33-35, 37, 38, 42, 44, 47, 49, 50, 52-57, 59, 61, 62, 65-70, 73, 75-77
San Gabriel 2 (Burbank)
San Jose 2, 3, 6, 12, 16, 17, 25, 29, 49, 55, 56, 61, 66, 68, 69, 73, 75, 76
San Leandro 2, 3 (Oakland)
San Luis Obispo 2, 76
San Mateo 2 (San Francisco)
San Rafael 2 (Oakland)
Santa Ana 1, 2 (Orange County)
Santa Barbara 2, 16, 36, 49, 64, 69, 76
Santa Clara 2 (San Jose)
Santa Cruz 2 (San Jose)
Santa Maria 64, 76
Santa Monica 2 (Los Angeles)
Santa Rosa 2, 73, 74
Saratoga (San Jose)
Seal Beach 2 (Long Beach)
Seaside 2 (Monterey)
Simi Valley 2 (Oxnard)
South Gate 2, 3 (Los Angeles)
South San Francisco 2 (San Francisco)
Stockton 1-3, 33, 56, 73
Sunnyvale 2 (San Jose)
Temple City 2 (Burbank)
Thousand Oaks (Oxnard)
Torrance 1, 2 (Los Angeles)
Turlock 2, 3 (Modesto)
Tustin 1 (Orange County)
Union City 2, 3 (Oakland)
Upland 1, 2 (Ontario)
Vacaville 2, 3 (Sacramento)
Vallejo 2 (Oakland)
Ventura 2 (Oxnard)
Visalia 1, 2, 76
Vista 1 (San Diego)
Walnut Creek (Oakland)
West Covina 2 (Ontario)
Westminster 2 (Orange County)
Whittier 2, 3
Woodland 2, 3 (Sacramento)
Yorba Linda (Orange County)

Railroads

1. Atchison, Topeka & Santa Fe
2. Southern Pacific Lines
3. Union Pacific

Airlines

4. Aerolineas Argentinas
5. Aeromexico
6. AirCal
7. Air Canada
8. Air France
9. Air Jamaica
10. Air LA
11. Air New Zealand
12. Alaska Airlines
13. Alia
14. Alitalia
15. Alpha Air
16. American
17. America West
18. Avianca
19. Braniff
20. British Airways
21. British Caledonian
22. CAAC
23. California Seaboard Airline
24. China Airlines
25. Continental
26. CP Air
27. Delta
28. Desert Sun
29. Eastern
30. Ecuatoriana
31. El Al
32. Finnair
33. Frontier Airlines
34. Hawaiian Airlines
35. Horizon Air
36. Imperial

37. Japan Air Lines
38. Jet America Airlines
39. KLM
40. Korean Air Lines
41. Lacsa
42. Lufthansa
43. Mammouth Air Shuttle
44. Mexicana
45. Mid Pacific Airlines
46. Muse Air
47. Northwest
48. Ozark Air Lines
49. Pacific Coast Airlines
50. Pan American
51. Pan Am Express
52. People Express
53. Phillippine Airlines
54. Piedmont
55. Pride Air
56. PSA Pacific Southwest
57. Qantas
58. Regent Air
59. Republic
60. SAS
61. SFO Helicopter
62. Singapore Airlines
63. Skybus, Inc.
64. Skywest Airlines
65. Southwest Airlines
66. Sunworld Int'l Airways
67. TACA
68. TWA
69. United
70. USAir
71. UTA
72. Varig
73. Westair
74. Westates Airlines
75. Western Airlines
76. Wings West Airlines
77. World Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Alameda — 1e, 12g
Alhambra — 20e, 21g
Anaheim — 2e, 20e, 21g
Antioch — 12eg
Arcadia — 20e, 21g
Azusa — 3e, 20e, 21g
Bakersfield — 12eg
Baldwin Park — 20e, 21g
Bell Gardens — 20e, 21g
Bellflower — 20e, 21g
Berkeley — 12eg
Beverly Hills — 20e, 21g
Brea — 20e
Buena Park — 20e, 21g
Burbank — 4e, 21g
Burlingame — 12eg
Camarillo — 20e
Carlsbad — 18eg
Carson — 20e, 21g
Cerritos — 20e
Chico — 12eg
Chino — 20e
Chula Vista — 18eg
Claremont — 20e
Clovis — 12eg
Colton — 5e, 20e
Compton — 20e, 21g
Concord — 12eg
Corona — 20e, 21g
Costa Mesa — 20e, 21g
Covina — 20e, 21g
Culver City — 20e, 21g
Cupertino — 12eg
Cypress — 20e, 21g
Daly City — 12eg
Davis — 12eg
Downey — 20e, 21g
El Cajon — 18eg
El Monte — 20e, 21g
Escondido — 18eg
Fairfield — 12eg
Fontana — 20e
Fountain Valley — 20e, 21g
Fremont — 12eg
Fresno — 12eg
Fullerton — 20e, 21g
Garden Grove — 20e, 21g
Gardena — 20e, 21g
Glendale — 6e, 21g
Glendora — 20e, 21g
Hawthorne — 20e, 21g
Hayward — 12eg
Huntington Beach — 20e, 21g
Huntington Park — 20e, 21g
Inglewood — 20e, 21g
La Habra — 20e, 21g
La Mesa — 18eg, 21g
La Mirada — 20e, 21g
La Puente — 20e, 21g
Lakewood — 20e, 21g
Lancaster — 20e, 21g
Livermore — 12eg
Lodi — 7e, 12g
Lompoc — 8e, 21g
Long Beach — 20e, 9g
Los Altos — 12eg
Los Gatos — 12eg
Los Angeles — 10e, 21g
Lynwood — 20e, 21g
Manhattan Beach — 20e, 21g
Menlo Park — 12eg
Merced — 12eg
Milpitas — 12eg
Modesto — 11e, 12g
Monrovia — 20e, 21g
Montebello — 20e, 21g
Monterey — 12eg
Monterey Park — 20e, 21g
Mountain View — 12eg
Napa — 12eg
National City — 18eg
Newark — 12eg
Newport Beach — 20e, 21g
Norwalk — 20e, 21g
Novato — 12eg
Oakland — 12eg
Oceanside — 18eg
Ontario — 20e, 21g
Orange — 20e, 21g
Oxnard — 20e, 21g
Pacifica — 12eg
Palm Springs — 20e
Palo Alto — 13eg, 12g
Paramount — 20e, 21g
Pasadena — 14e, 21g
Petaluma — 12eg
Pico Rivera — 20e, 21g
Pittsburg — 12eg
Placentia — 20e
Pleasant Hill — 12eg
Pleasanton — 12eg
Pomona — 20e, 21g
Rancho Cuccamonga — 20e
Redding — 15e, 12g
Redlands — 20e, 21g
Redondo Beach — 20e, 21g
Redwood City — 12eg
Rialto — 20e, 21g
Richmond — 12eg
Riverside — 16e, 20e, 21g
Rosemead — 20e, 21g
Sacramento — 17e, 12g
Salinas — 12eg
San Bernardino — 20e, 21g
San Bruno — 12eg
San Clemente — 18eg
San Diego — 18eg
San Francisco — 12eg
San Gabriel — 20e, 21g
San Jose — 12eg
San Leandro — 12eg
San Luis Obispo — 12e, 21g

SAN FRANCISCO 160 MILES
PORT OF OAKLAND 150 MILES
SACRAMENTO & PORT OF SACRAMENTO 135 MILES
PORT OF STOCKTON 99 MILES
MODESTO 65 MILES
FRESNO 25 MILES
BAKERSFIELD 135 MILES
LOS ANGELES 240 MILES
PORT OF LONG BEACH 230 MILES
SAN DIEGO 365 MILES
California's
MADERA COUNTY
The central connecting link in a vast market chain.
★ INDUSTRIAL SITES BEGINNING AT $3,000 PER ACRE
MADERA COUNTY
INDUSTRIAL DEVELOPMENT COMMISSION

Circle 103 on Brochure Service Card

San Mateo — 12eg
San Rafael — 12eg
Santa Ana — 20e, 21g
Santa Barbara — 20e, 21g
Santa Clara — 19e, 12g
Santa Cruz — 12eg
Santa Maria — 12e, 21g
Santa Monica — 20e, 21g
Santa Rosa — 12eg
Saratoga — 12eg
Seal Beach — 20e
Seaside — 12eg
Simi Valley — 21g
South Gate — 20e, 21g
South San Francisco — 12eg
Stockton — 12eg
Sunnyvale — 12eg
Temple City — 20e, 21g
Thousand Oaks — 20e, 21g
Torrance — 20e, 21g
Turlock — 22e, 12g
Tustin — 20e, 21g
Union City — 12eg
Upland — 20e, 21g
Vacaville — 12eg
Vallejo — 12eg
Ventura — 20e, 21g
Visalia — 20e, 21g
Vista — 18eg
Walnut Creek — 12eg
West Covina — 20e, 21g
Westminster — 20e, 21g
Whittier — 20e, 21g
Woodland — 12g

1. Alameda Bureau of E.
   2000 Grand St., P.O. Draw... ..
   Alameda 94501
2. Anaheim Public Utilities Dept.
   200 S. Anaheim Blvd., Anaheim 92805
3. Azusa Lt. & Water Dept.
   777 N. Alameda Ave., Azusa 91702
4. Burbank Public Service Dept.
   164 W. Magnolia Blvd., Burbank 91503
5. Colton Electric Utility Dept.
   650 N. La Cadena Dr., Colton 92324
6. Glendale Public Service Dept.
   119 N. Glendale Ave., Glendale 91206
7. Lodi Munic. Elec. System
   221 W. Pine St., Box 3006, Lodi 95241-1910
8. Lompoc Electrical Utility Services
   100 Civic Center Pl., Lompoc 93438
9. Long Beach Gas Dept.
   2400 E. Spring St., Long Beach 90806
10. Los Angeles Dept. of Wt. & Pwr.
    Box 111, Los Angeles 90051
11. Modesto Irrigation Dist.
    1231 11th St., Box 4060, Modesto 95352
12. Pacific Gas & Electric Co.
    77 Beale St., San Francisco 94106
13. Palo Alto Utilities
    250 Hamilton Ave., Palo Alto 94301
14. Pasadena Water and Power Dept.
    100 N. Garfield Ave., Pasadena 91109
15. Redding Electric Dept.
    760 Parkview Ave., Redding 96001
16. Riverside Pub. Utilities
    3900 Main St., Riverside 92522
17. Sacramento Municipal Utility Dist.
    6201 S St., Box 15830, Sacramento 95813
18. San Diego Gas & Electric Co.
    101 Ash St., San Diego 92101
19. Santa Clara Elec. Dept.
    1500 Warburton Ave., Santa Clara 95050
20. Southern California Edison Co.
    P.O. Box 800, Rosemead 91770
21. Southern California Gas Co.
    810 S. Flower St., Los Angeles 90017
22. Turlock Irrigation District
    333 E. Canal Dr., Box 949, Turlock 95381

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Boron minerals	681	452,263
Cement (portland)	9,000	506,200
Clays (excl. fire clay)	1,940	17,986
Gem stones	NA	300
Gold —troy ozs. (recov. cont. of ores, etc.)	W	W
Gypsum	1,346	11,037
Lime	397	21,043
Peat	W	W
Pumice	83	1,723
Sand & gravel:		
Construction	95,900	330,700
Industrial	2,630	40,750
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	W	W
Stone:		
Crushed	41,200	166,000
Dimension	22	2,990
Talc	90	3,500
Combined value of asbestos, calcium chloride, cement (masonry), clays (fire clays), copper, diatomite, feldspar, iron ore, lead (1983), magnesium compounds, molybdenum (1984), perlite, potassium salts, rare-earth concentrates, salt, sodium carbonate, sodium sulfate, tungsten ore & concentrate, wollastonite, and values indicated by symbol W		327,910
Total 1984 (preliminary)		1,882,402

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Bakersfield	48	85	2128	2347
Berkeley	50	62	2951	91
Chula Vista	53	67	2074	385
Corona	53	75	1795	1225
Culver City	57	69	1517	770
Escondido	52	73	2006	980
Fresno	46	81	2647	1769
La Mesa	55	72	1567	986
Lodi	45	74	2861	1001
Long Beach	55	73	1485	1091
Los Angeles	56	69	1595	728
Modesto	46	77	2671	1287
Napa	48	68	2749	416
Newport Beach	54	67	1954	371
Oakland	49	64	2877	174
Oxnard	55	66	2068	357
Palo Alto	48	66	2891	275
Pasadena	55	75	1550	1299
Pomoma	52	75	1972	1191
Redlands	52	78	1992	1571
Redwood City	49	68	2600	432
Riverside	53	77	1818	1471
Sacramento	45	76	2772	1198
San Bernardino	53	79	1777	1718
San Diego	57	70	1284	842
San Francisco	49	62	3161	115
San Gabriel	55	75	1532	1281
San Jose	50	69	2439	498
Santa Ana	56	72	1430	1089
Santa Barbara	54	67	1993	393
Santa Cruz	49	63	3136	95
Santa Maria	51	62	3054	76
Santa Monica	56	66	1873	438
Santa Rosa	47	67	2980	382
Stockton	45	78	2674	1032
Torrance	55	69	1719	677
Visalia	46	81	2460	1804

DEVELOPMENT COUNSELORS:

State Development Agency

Walters, Christy Campbell, Dir.
Dept. of Commerce
P.O. Box 9278, Dept. 413
Van Nuys, 91409

Railroad & Water Carriers

(See Transportation Index, page 28)

Areas & Others

Bakersfield
Williams, Larry
Tenneco Realty Dev. Corp.
Box 9380, 93389-9380
805/835-6039

Hollywood
Gage, Frederick A., Exec. Dir.
Progress Assn. of Los Angeles Cty.
1777 N. Vine St., 90028
213/466-2020

Los Angeles
Colton, Michael J., C.I.D., Econ. Dev. V.P.
Los Angeles Area Chamber of Comm.
404 S. Bixel St., 90017
213/629-0631

Madera
Taubert, James E., Exec. Dir.
Madera Cty. Ind. Dev. Cmsn.
209 W. Yosemite Ave., 93637
209/675-7768

Marysville
Hart, Tom W., Ind. Dev. Dir
Cty. of Yuba Ind. Dev. Dept.
Yuba Cty. Airport
1364 Sky Harbor Dr., 95901
916/741-6248

Orange
Truhill, Lucien D., C.I.D.
Pres. & CEO
Orange County Chamber of Comm.
1 City Blvd. W., 401, 92668
714/634-2900

Riverside
Albright, Stephen, Pres.
Keep Riverside Ahead
3750 University Ave., Ste. 260, 92506
714/781-9000

Sacramento
Roberts, John R., III, Exec. Dir.
Sacramento Area Comm. & Trade Org.
P. O. Box 1132, 95805
916/441-2144

San Diego
Goodman, Arthur H., Exec. V.P.
San Diego Cty. Local Dev. Corp.
P.O. Box 8128, 92102
619/234-8811

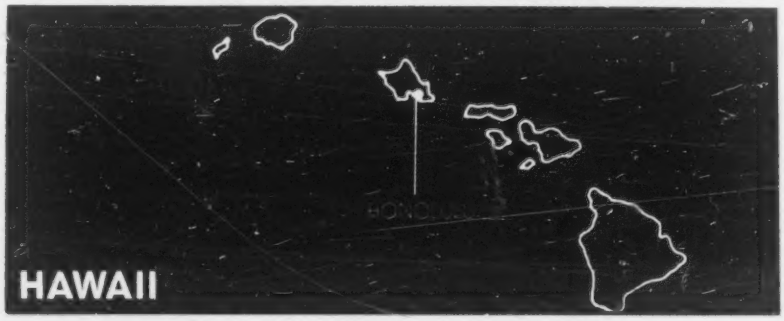
San Jose
Tucker, James I., Econ. Dev. Exec. Dir.
San Jose Chamber of Comm.
1 Paseo de San Antonio, 95113
408/998-7000

San Mateo
Bostwick, Henry, Jr.
Exec. V.P. & Gen. Mgr.
San Mateo Cty. Dev. Assn. Inc.
4 W. 4th Ave., Suite 501, 94402
415/342-7278

Santa Rosa
Apodaca, Daniel L., Dir.
Sonoma Cty. Econ. Dev. Bd.
2300 County Center Dr.
1083 Vallejo St., 95404
707/527-2406

Stockton
Lange, Sylvin R., C.I.D., Exec. Dir.
San Joaquin Cty. Econ. Dev. Assn.
709 N. Center St., 2A, 95202
209/465-5931

Visalia
Graves, Edward F., Exec. Dir.
Tulare Cty. Econ. Dev. Corp.
9303 W. Airport Dr., 93277
209/651-1244



STATE INFORMATION:

Financial assistance to industry:
Aid for job training
SBA business loans

Tax rates:
Corporate income tax 5.85-6.435%
Personal income tax 2.25-11%
Sales tax 4%
Incorp. tax ... Domestic corps.: $50 fee for authorized capitalization of $250,000 or less, $.20 per $1,000 over that. Foreign corps.: $50 qualifications fee, plus $100 annual license fee.
Franchise tax .....$50 filing fee
Inventory tax ..... NA
Gasoline tax ..... $.09-$.10/gal.

Advanced education facilities:
Four-year colleges & universities 7
Two-year or junior colleges.....7
Vocational & business schools.....57

Medical facilities:
Hospitals 32
Clinics.....56

Labor analysis:
Civilian labor force..... 473,000 (1983)
High school graduates 13,248
For additional labor market information, contact Dept. of Labor & Ind. Relations, P.O. Box 3680, Honolulu, HI 96811, 808/548-6468

Environment controls:

Air & water pollution: State Office of Environ. Quality Control, State Health Dept., 550 Halekauwilla St., Room 301, Honolulu, 96813, 808/548-6915
U.S. Environ. Protection Agency Office, Room 1302, Prince Kuhio Federal Bldg., Honolulu, 96850, 808/546-8910

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	—Thousands—	
HAWAII	965.0	1,053.9
Ewa	190.0	NA
Hilo	37.0	NA
Honolulu	365.0	388.0
Koolaupoko	109.4	NA
Wahiawa	41.6	NA
Waianae	32.8	NA

Metropolitan Statistical Area (MSA)

	Census 1980	Estimate 1985
	—Thousands—	
Honolulu	762.9	818.5

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
HAWAII		
21.2	38.0	8.82
Honolulu		
15.3	38.1	8.95

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
HAWAII		
469.0	25.8	5.5
Honolulu		
355.5	17.6	4.9

*preliminary figures

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
412.5	NA	NA
MANUFACTURING		
21.8	38.1	8.35
DURABLE GOODS		
3.3	NA	NA
Lumber & furniture-SIC 24		
0.7	NA	NA
Stone, clay & glass prods.-SIC 32		
1.0	NA	NA
NONDURABLE GOODS		
18.5	NA	NA
Food & kindred products-SIC 20		
10.9	38.0	7.71
Textiles & apparel-SIC 22		
2.9	36.1	4.35
Printing & publishing-SIC 27		
3.2	36.4	10.80

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Ewa (Honolulu)
Hilo 4, 10, 14, 25
Honolulu 1-28
Wahiawa (Honolulu)
Waianae (Honolulu)

Airlines

1. Air Molokai-Tropic Airlines
2. Air New Zealand
3. Air Tungaru
4. Aloha Airlines
5. American
6. China Airlines
7. Continental
8. CP Air
9. Delta
10. Hawaiian Airlines
11. Japan Air Lines
12. Korean Air Lines
13. Maui Airlines
14. Mid Pacific Airlines
15. Northwest
16. Pan American
17. Panorama Air
18. Philippine Airlines
19. Princeville Airways
20. Qantas
21. Reeves Air
22. Royal Hawaiian
23. Samoa Airlines
24. Singapore Airlines
25. United
26. UTA
27. Western Airlines
28. World Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Hilo — 1g
Honolulu — 2e, 1g
Koolaupoko — 1g

Wahiawa — 1g
'Vaianae — 1g

1. Gasco Inc.
   P.O. Box 3379, Honolulu 96842
2. Hawaiian Elec. Co., Inc.
   900 Richards St., Honolulu 96813

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	200	19,400
Masonry	10	1,060
Sand & gravel (construction)	600	2,400
Stone (crushed)	6,000	31,200
Combined value of gemstones, lime, & pumice		294
Total 1984 (preliminary)		54,354

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Hilo	71	75	0	3134
Honolulu	73	80	0	4389
Kaneohe	71	77	0	3329

DEVELOPMENT COUNSELORS:

State Development Agency

Keith, Kent M., Dir.
Dept. of Plng. & Econ. Dev.
P.O. Box 2359
Honolulu, 96804
808/548-3033

Areas & Others

Honolulu
Bass, William M., Jr., Exec. Dir.
High Technology Dev. Corp.
Central Pacific Plz., Ste. 252
220 S. King St., 96813
808/548-8996

Sexton, Frederick A., Pres.
Econ. Dev. Corp. of Honolulu
Pacific Tower, Ste. 855
1001 Bishop St., 96813
808/545-4533

Kailua-Kona
Taylor, Clinton, Exec. Dir.
Hawaii Island Econ. Dev. Bd.
75-5737 Kuakini Hwy.
Suite 206, 96740
808/329-4713

Lihue
Pratt, David W., Pres.
Kauai Econ. Dev. Bd., Inc.
c/o Grove Farm Co., Inc.
Puhi Rural Brand, 96766
808/245-2822

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Industrial development revenue bonds
- Port revolving loan fund
- Business development loan fund
- Site specific infrastructure grants
- Enterprise zone
- Oregon stabilization & conversion fund
- Oregon Resource & Technology Corp.

Tax rates:
- Corp. excise tax ..... 7.5% of net income
- Personal income tax 4.2%-10.8%
- Sales tax ..... none
- Franchise & incorp. tax ..... $20-$400
- Inventory tax ..... none
- Gasoline tax ..... $.09/gal.

Advanced education facilities:
- Four-year colleges & universities 30
- Two-year or junior colleges 13
- Vocational & business schools 80

Medical facilities:
- Hospitals 82
- Clinics ..... NA

Labor analysis:
- Civilian labor force 1,335,000 (1984)
- High-school grads ..... 75.8% of pop. 18 & over

For additional labor market information, contact Employ. Div., 875 N.E. Union St., Salem, OR 97310, 503/378-3220

Environment controls:

Air & water pollution: Dept. of Environ. Quality, 522 SW 5th, Portland, 97204, (503) 229-5696

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	Thousands	
OREGON	2,632.7	2,693.3
Albany	26.5	NA
Beaverton	30.6	NA
Corvallis	41.0	40.7
Eugene	105.6	102.6
Gresham	33.0	NA
Hillsboro	27.7	NA
Medford	39.6	42.5
Portland	366.4	365.0
Salem	89.2	89.9
Springfield	41.6	40.4

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	Thousands	
Eugene- Springfield	275.2	269.1
Medford	132.5	137.5
*Portland	1,106.0	1,140.6
Salem	249.9	255.6

*Primary Metropolitan Statistical Area (PMSA)

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
OREGON		
206.1	38.8	10.38
Eugene—Springfield		
19.9	39.0	10.71
Portland		
93.8	38.6	10.45
Salem		
16.0	37.1	7.99

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
OREGON		
1,331.5	93.4	7.0
Eugene-Springfield		
127.8	9.1	7.1
Portland		
614.7	39.5	6.4
Salem		
126.0	7.5	5.9

*preliminary figures

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
1,004.0	NA	NA
MANUFACTURING		
198.7	39.2	10.44
DURABLE GOODS		
145.7	39.9	10.62
Lumber & wood prods.-SIC 24		
66.0	39.6	11.09
Furniture & fixtures-SIC 25		
2.6	35.4	7.94
Stone, clay, & glass prods.-SIC 32		
2.6	NA	NA
Primary metal industries-SIC 33		
9.1	42.5	11.68
Fabricated metal products-SIC 34		
10.3	39.3	9.92
Machinery, except electrical-SIC 35		
15.7	40.3	10.26
Electric & electronic equipment-SIC 36		
13.9	NA	NA
Transportation equipment-SIC 37		
8.3	NA	NA
Instruments & related prods.-SIC 38		
14.4	NA	NA
Misc. mfg. industries-SIC 39		
2.7	NA	NA
NONDURABLE GOODS		
53.1	37.2	9.92
Food & kindred products-SIC 20		
22.8	35.9	8.39
Textile mill products-SIC 22		
1.7	37.0	5.98
Apparel & other textile prods.-SIC 23		
2.8	37.3	5.51
Paper & allied products-SIC 26		
9.0	41.5	13.87
Printing & publishing-SIC 27		
10.9	35.5	11.53
Chemical & allied products-SIC 28		
2.1	NA	NA

Petroleum & coal prods.-SIC 29		
0.5	NA	NA
Rubber & misc. plastics prods.-SIC 30		
2.8	NA	NA
Leather & leather prods.-SIC 31		
0.5	NA	NA

Area Wage Survey

Average straight-time hourly earnings

	Portland, OR/WA 6/85
Office, professional, & technical	
Payroll clerks	$ 8.20
Accounting clerks	7.71
File clerks	5.66
Typists	6.99
Key entry operators	7.57
Secretaries	9.33
Switchbd opr-recept's	6.77
Drafters	9.81
Computer operators	8.84
Computer programmers	11.61
Computer systems analysts	15.80
Maintenance & powerplant	
Carpenters	13.66
Electricians	13.49
Engineers, stationary	14.39
Machinists	14.23
Mechanics (machinery)	14.15
Tool & die makers	15.09
Custodial & material movement	
Guards	4.75
Janitors, porters & cleaners	7.10
Laborers, mat'l handling	11.83
Shippers & receivers	10.69
Truckdrivers	12.15
Forklift operators	11.23

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Albany 1, 2 (Eugene)
Beaverton 1, 2 (Portland)
Corvallis 2 (Salem)
Eugene 1, 2, 7, 8, 12, 13, 15, 18, 19, 27, 34
Gresham (Portland)
Hillsboro 1, 2 (Portland)
Medford 2, 13, 19
Portland 1-11, 13-20
Salem 1, 2, 13
Springfield 2 (Eugene)

Railroads

1. Burlington Northern R.R. Co.
2. Southern Pacific Lines
3. Union Pacific System

Airlines

4. Aircal
5. Alaska Airlines
6. All Star Airlines
7. American
8. Cascade Airways
9. Continental
10. Delta
11. Eastern
12. Frontier Airlines
13. Horizon Air
14. Northwest
15. PSA Pacific Southwest
16. Republic
17. Sunworld Intl. Airways
18. TWA
19. United
20. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Albany — 4e, 3g
Beaverton — 5e, 3g
Corvallis — 4e, 3g
Eugene — 2e, 3g
Gresham — 5e, 3g
Hillsboro —5e, 3g
Medford — 4e, 1g
Portland — 4e, 5e, 3g
Salem — 5e, 3g
Springfield — 6e, 3g

1. CP National Corp.
   1355 Willow Way, Concord, CA 94520
2. Eugene Water & Elec. Bd.
   P.O. Box 10148, Eugene 97440
3. Northwest Natural Gas Co.
   220 N.W. 2nd Ave., Portland 97209
4. Pacific Power & Light Co.
   920 S.W. 6th Ave., Portland 97204
5. Portland General Electric Co.
   121 S.W. Salmon St., Portland 97204
6. Springfield Utility Board
   250 North "A" St., Box 300
   Springfield 97477

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	180	360
Gem stones	NA	450
Gold — troy ozs. (recov. cont. of ores, etc.)	W	W
Nickel — short tons (cont. of ore & concentrate)	13,859	W
Sand & gravel (construction)	10,400	33,400
Stone (crushed)	17,800	53,500
Talc & soapstone	(1)	W
Combined values of cement, copper (1983), diatomite, lead (1983), lime, pumice, sand and gravel (industrial, 1983), and values indicated by symbol W		40,729
Total 1984 (preliminary)		128,506

* thousand short tons except as noted
(1) less than ½ unit
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Corvallis	39	66	4987	202
Eugene	40	67	4799	261
Medford	38	73	4798	645
Portland	39	68	4691	332
Salem	39	66	4974	238

IF YOU HAVEN'T SEEN OUR SELECTION OF LAND IN PORTLAND, OREGON, YOU JUST MIGHT BE MISSING SOMETHING.

The Port of Portland happens to be the biggest marketer and manager of industrial land in Portland, Oregon.

We can show you 50% of all the available property in the city, and 25% of what's available in the entire, economically robust, metro area. Centrally located industrial parks, right in the heart of a major international transportation hub.

The roads and utilities are first-rate, and you'll deal with our independent, unbureaucratic Industrial Parks Division.

Call or write for our Industrial Site-Seeing Guide. Contact John MacGregor, General Manager, Real Estate, Port of Portland, P.O. Box 3529, Portland, OR 97208. (503) 231-5000. Outside Oregon in the continental U.S. call toll-free (800) 547-8411. If you're interested in Portland, we'll show you the sites.

INDUSTRIAL PARKS DIVISION
Port of Portland

Circle 105 on Brochure Service Card

DEVELOPMENT COUNSELORS:

State Development Agency

Kennedy, Thomas F., Dir.
Econ. Dev. Dept.
595 Cottage St. N.E.
Salem, OR, 97310
503/373-1200

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Medford
Shelby, Liz, Dir.
Medford/Jackson Cty.
Econ. Dev. Corp.
304 S. Central Ave., 97501
503/772-6293

Portland
Jones, Delna L., Econ. Dev. Dir.
Pacific N.W. Bell Telephone Co.
421 S.W. Oak St., 97204
503/242-5624

MacGregor, John, R.E. Mgr.
Port of Portland
P.O. Box 3529, 97208
503/231-5000 or 800/547-8411

STATE INFORMATION:

Financial assistance to industry:
- Bonds for buildings
- Aid for job training
- Community Economic Revitalization Board
- Sales tax deferrals

Tax rates:

Corporate income tax	none
Personal income tax	none
Sales tax	6.5% (local 0.5-1.0%; up to 0.6% metro tax optional)
Franchise & incorp. tax	$6,250 max.
Inventory tax	phased out
Gasoline tax	$.16/gal.

Advanced education facilities:

Four-year colleges & universities	22
Two-year or junior colleges	27
Vocational & business schools	5
Regional vocational skill centers	7

Medical facilities:

Hospitals	110
Clinics	NA

Labor analysis:

Civilian labor force (11/85) preliminary	2,107,300
High-school grads	45,798 (84-85)

For additional labor market information, contact Employ. Security Dept., 212 Maple Park, Olympia, WA 98504, 206/753-5243

Environment controls:
Air & water pollution: Dept. of Ecology, Olympia, 98504, 206/459-6000

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1985
	Thousands	
WASHINGTON	4,130.2	4,386.4
Auburn	26.4	29.4
Bellevue	73.9	79.1
Bellingham	45.8	45.6
Bremerton	36.2	35.6
Edmonds	27.5	NA
Everett	54.4	56.8
Kennewick	34.4	40.1
Longview	31.1	NA
Olympia	27.4	29.5
Renton	30.6	NA
Richland	33.6	33.8
Seattle	493.8	487.4
Spokane	171.3	174.9
Tacoma	158.5	159.4
Vancouver	42.8	43.9
Walla Walla	25.6	NA
Yakima	49.8	48.9

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1985
	Thousands	
Bellingham	106.7	113.9
Bremerton	146.6	169.5
Olympia	124.3	140.7
Richland-Kennewick-Pasco	144.5	153.0
*Seattle	1,606.8	1,699.9
Spokane	341.8	354.4
*Tacoma	485.6	519.1
*Vancouver	192.0	208.2
Yakima	172.5	180.7

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (9/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
WASHINGTON		
298.3	NA	NA

*preliminary figures for production workers

Unemployment

*Major Market Areas (9/85)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
WASHINGTON		
2,094.4	147.2	7.0
Seattle		
940.5	57.1	6.1

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Seattle Everett 12/84
Office, professional, & technical	
Payroll clerks	$ 8.45
Accounting clerks	7.85
File clerks	5.42
Typists	8.01
Key entry operators	7.47
Secretaries	10.09
Switchbd opr-recept's	6.62
Drafters II	7.68
Electronics technicians	13.59
Computer operators	10.14
Computer programmers	11.29
Computer systems analysts	13.95
Maintenance & powerplant	
Carpenters	13.89
Electricians	14.39
Engineers, stationary	14.17
Machinists	NA
Mechanics (machinery)	13.76
Custodial & material movement	
Guards	5.00
Janitors, porters, & cleaners	7.11
Laborers, mat'l handling	11.01
Shippers & receivers	11.59
Truckdrivers	13.26
Forklift operators	11.81

Industrial Mix (1984)

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRI. EMPLOYMENT		
1,640.4	NA	NA
MANUFACTURING		
284.8	NA	NA
DURABLE GOODS		
197.8	NA	NA
Lumber & wood prods.-SIC 24		
40.6	37.1	11.37
Furniture & fixtures-SIC 23		
3.3	NA	NA
Stone, clay, & glass prods.-SIC 32		
6.4	NA	NA
Primary metals inds.-SIC 33		
NA	39.9	13.79
Fabricated metal products-SIC 34		
9.7	NA	NA
Machinery, except electrical-SIC 35		
16.4	NA	NA
Electric & electronic equipment-SIC 36		
11.4	NA	NA
Transportation equipment-SIC 37		
82.2	NA	NA
Instruments & related prods.-SIC 38		
10.1	NA	NA
Misc. mfg. industries-SIC 39		
4.5	NA	NA
NONDURABLE GOODS		
87.0	NA	NA
Food & kindred products-SIC 20		
30.5	37.5	9.54
Apparel & other textile prods.-SIC 23		
6.3	NA	NA
Paper & allied products-SIC 26		
16.1	NA	NA
Printing & publishing-SIC 27		
16.6	NA	NA
Chemicals & allied products-SIC 28		
10.5	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Auburn 1, 3 (Seattle)
Bellevue 1 (Seattle)
Bellingham 1, 27, 29
Bremerton 1 (Seattle)
Edmonds 1 (Seattle)
Everett 1 (Seattle)
Kennewick 1, 3 (Pasco)

Longview 1, 3 (Portland, OR)
Olympia 1, 3, 10
*Pasco 1, 6, 10, 18, 35
Renton 1 (Seattle)
Richland 1, 3 (Pasco)
Seattle 1-30, 32-36
Spokane 1, 6, 10, 15, 18, 22, 27, 31, 34, 35
Tacoma 1, 3 (Seattle)
Vancouver 1, 3 (Portland, OR)
Walla Walla 1, 10, 18
Yakima 1, 3, 10, 18
*Under 25,000

Railroads

1. Burlington Northern R.R. Co.
2. CP Rail
3. Union Pacific System

Airlines

4. Air BC
5. Aircal
6. Alaska Airlines
7. Al! Star Airlines
8. American
9. British Airways
10. Cascade Airways
11. Continental
12. Delta
13. Eastern
14. Finnair
15. Frontier Airlines
16. Harbor Airlines
17. Hawaiian Airlines
18. Horizon Air
19. Japan Air Lines
20. Lake Union Air Service
21. Mexicana
22. Northwest
23. Otter Air
24. Pacific Western
25. Pan American
26. Pan Am Express
27. PSA Pacific Southwest
28. Republic
29. San Juan Airlines
30. SAS
31. Sunworld Intl. Airways
32. Thai Airways Int'l.
33. TWA
34. United
35. Western Airlines
36. Wien Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Auburn — 9e, 2g, 13g
Bellevue — 9e, 13g
Bellingham — 9e, 1g
Bremerton — 9e, 1g
Edmonds — 8e
Everett — 8e, 13g
Kennewick — 5e, 1g
Longview — 7e, 1g
Olympia — 9e, 13g
Renton — 9e
Richland — 10e, 1g
Seattle — 11e, 13g
Spokane — 14eg
Tacoma — 12e, 13g
Vancouver — 6e, 3g
Walla Walla — 4e, 1g
Yakima — 4e, 1g

1. Cascade Natural Gas Corp.
   222 Fairview Ave. N., Seattle 98109
2. Enumclaw Gas Dept.
   1339 Griffin Ave., Enumclaw 98022
3. Northwest Natural Gas Co.
   220 N.W. 2nd Ave., Portland, OR 97209
4. Pacific Power & Light Co.
   920 S.W. 6th Ave., Portland, OR 97204
5. P.U.D. No. 1, Benton County
   Box 6270, Kennewick 99336
6. P.U.D. No. 1, Clark County
   1200 Ft. Vancouver, Box C-005
   Vancouver 98668
7. P.U.D. No. 1, Cowlitz County
   960 Commerce Ave., Longview 98632
8. P.U.D. No. 1, Snohomish County
   2320 California, Box 1107, Everett 98206
9. Puget Sound Power & Light Co.
   Puget Power Bldg., Bellevue 98009
10. Richland Energy Services Dept.
    P.O. Box 190, Richland 99352
11. Seattle City Light
    1015 Third Ave., Seattle 98104
12. Tacoma Pub. Utilities, Light Div.
    Box 11007, Tacoma 98411
13. Washington Natural Gas Co.
    815 Mercer St., Seattle 98109
14. Washington Water Power Co.
    1411 E. Mission Ave., Box 3727, Spokane 99220

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (excl. fire clay)	284	1,732
Gem stones	NA	200
Sand & gravel:		
Construction	18,500	47,600
Industrial	340	4,800
Stone (crushed)	11,500	34,000
Combined value of barite, cement, clays (fire clay), diatomite, gold, gypsum, lime, olivine, peat, silver, and talc		106,889
Total 1984 (preliminary)		195,221

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Bellingham	37	62	5638	57
Everett	38	63	5352	76
Longview	39	64	5059	139
Seattle	41	65	4681	200
Spokane	26	70	6882	411
Tacoma	40	65	4796	158
Vancouver	38	66	5026	269
Yakima	28	70	6031	484

DEVELOPMENT COUNSELORS:

State Development Agency

Anderson, John, Dir.
Washington State Dept. of Trade & Econ. Dev.
101 General Admin. Bldg.
Olympia, 98504
206/753-5630

Railroad & Water Carriers

(See Transportation Index, page 28.)

Areas & Others

Seattle
Fleming, George T., Econ. Dev. Mgr.
Pacific N.W. Bell Telephone Co.
1600 7th Ave., Rm. 1906, 98191
206/345-5210
Knapp, T. F., Land & Ind. Dev. Dir.
Upland Industries Corp.
16400 Southcenter Pkwy.
Suite 305, 98188
206/575-4620

Spokane
Tortorelli, Joe, Econ. Dev. Coord.
Washington Water Power Co.
P.O. Box 3727, 99220
509/489-0500

Tacoma
Brackett, Gary D., Mgr.
Bus./Ind. & Int'l Trade
Tacoma-Pierce Cty. Chamber of Comm.
P.O. Box 1933, 98401
206/627-2175

STATE INFORMATION:

Financial assistance to industry:

Manufacturers can negotiate for incentives involving employee training, transportation and installation of equipment, and machinery and rental costs. Incentives are based on industry and location requirements.

Industrial parks and standard buildings are constructed in advance of demand, and facilities are built to specifications under turn-key contracts. Standard rentals are $1.25 to $2.50 per square ft.

Tax rates:

P.R. has a unique status under U.S. tax codes. Qualifying companies receive 100% credit against federal taxes on corporate income, even after these funds are repatriated.

State tax incentives on corporate income and real estate personal property begin at 90% exemption and scale downward at five-year intervals for up to 25 years, depending on the location. Municipal taxes and fees are 100% eliminated for this period.

Advanced education facilities:

University campuses 8
Regional (community) colleges 30
Vocational schools 14
Technical institutes 5
Advanced program electronic schools 2
Industrial Pharmacy Educational Services (IPES)
(Public and private fund support for masters degrees given to industrial students)

PUERTO RICO

Environmental controls:
Environmental Quality Board
Santos Rohena Betancourt, Pres.
204 Del Parque St.
P.O. Box 11488
Santurce, PR 00910
809/725-5140

POPULATION:

Municipalities over 25,000

	Census 1980	Estimate 1983
PUERTO RICO	3,196,520	3,267,000
Aguada	31,567	32,100
Aguadilla	54,606	55,200
Arecibo	86,766	86,200
Bayamón	196,206	203,000
Cabo Rojo	34,045	35,300
Caguas	117,959	121,700
Canovanas	31,880	32,400
Carolina	165,954	167,800
Cataño	26,243	26,300
Cayey	41,099	42,900
Cidra	26,365	29,000
Coamo	30,822	32,200
Corozal	28,221	30,000
Dorado	25,511	26,900
Fajardo	32,087	33,600
Guaynabo	80,742	82,000
Guayama	40,183	39,900
Hatillo	29,958	30,300
Humacao	46,134	49,200
Isabela	37,435	38,200
Juana Diaz	43,505	43,600
Juncos	25,397	26,700
Lares	26,743	27,900
Mayaguez	96,193	101,200
Manati	36,562	36,300
Moca	29,185	29,200
Ponce	180,046	192,800
Rio Grande	34,283	37,400
Salinas	26,438	26,400
San German	32,922	34,600
San Juan	434,849	431,200
San Lorenzo	32,428	33,600
San Sebastian	35,690	36,300
Toa Alta	31,910	33,700
Toa Baja	78,246	78,900
Trujillo Alto	51,389	50,200
Utuado	34,505	34,800
Vega Alta	28,696	29,500
Vega Baja	47,115	48,900
Yabucoa	31,425	31,300
Yauco	35,742	39,900

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1983
	Thousands	
Aguadilla	152.8	153.5
Arecibo	160.3	162.9
*Caguas	265.9	275.3
Mayaguez	200.5	210.1
Ponce	232.6	236.4
*San Juan	1,509.4	1,539.3

*Primary Metropolitan Statistical Area (PMSA)

LABOR:

Area Wage Survey

Average straight-time hourly earnings

	Puerto Rico 12/84
Office, professional, & technical	
File clerks	$4.63
Secretaries	6.75
Typists	4.75
Switchbd operators	4.88
Drafters	7.02
Electronics technicians	8.36
Computer operators	6.47
Maintenance & powerplant (men)	
Carpenters	5.55
Electricians	7.26
Engineers, stat'ry	8.23
Machinists	8.37
Mechanics (machinery)	7.29
Tool & die makers	8.38
Custodial & material movement	
Guards and watchmen	3.75
Janitors, porters, & cleaners	4.42
Laborers, mat'l hdlg	4.79
Shipping packers	4.69
Truckdrivers	5.50
Forklift operators	5.55

Unemployment

	Fiscal Year 1985 Percent
Total of workforce unemployed	21.4

Average Hourly Earnings in Manufacturing by SIC

SIC		Puerto Rico 3/85
23	Apparel & related prods	$ 3.95
28	Chemicals & allied prods	7.22
36	Electrical machinery, equip., & supplies	5.43
34	Fabricated metal products	5.33
20	Food & kindred products	5.18
25	Furniture & fixtures	4.00
31	Leather & leather prods	4.05
24	Lumber & wood products	3.83
35	Machinery, except elec.	4.86
26	Paper & allied products	5.32
29	Petroleum refining & related industries	9.14
33	Primary metal industries	5.33
27	Printing, publishing & allied industries	5.62
38	Professional & scientific instruments	5.36
30	Rubber & misc. plastic products	4.92
32	Stone, clay, glass, & concrete products	5.34
22	Textile mill products	4.29
21	Tobacco manufacturers	5.79
37	Transportation equipment	5.17
39	Misc. mfg. inds	4.79
	All mfg. industries	$ 5.10

TRANSPORTATION:

Esteban Davila, Exec. Dir.
Puerto Rico Maritime Shipping Authority
Banco de Ponce Bldg., 9th Floor
Hato Rey, 00918
P.O. Box 71105
San Juan, 00936
809/754-6565
(Provides regular round-trip sailing between San Juan and major main land, gulf, south Atlantic and east coast ports, and Pacific ports.)

Domestic Airlines

American
Eastern
Airlift International
Flying Tigers
Delta
Arrow

Port Authority

Guillermo Valls, Exec. Dir.
Isla Grande Airport
Miramar
G.P.O. Box 2829
San Juan, PR 00936
809/723-2260

UTILITIES:

Cardos Alvarado, Exec. Dir.
PR Electric Power Authority
G.P.O. Box 4267
San Juan, PR 00936
809/721-1212

Ian H. Puig, Gen. Mgr.
Communications Authority
Muñoz Rivera Ave. & Coll y Toste St.
P.O. Box 11248
Santurce, PR 00910
809/751-5151

Miguel Lausell Marxuach, Pres.
PR Telephone Authority
1500 F. D. Rooseveit Ave.
G.P.O. Box 998
San Juan, PR 00936
809/782-8282

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement (portland)	1,000	90,000
Clays	181	383
Lime	34	1,802
Sand & gravel	NA	NA
Stone:		
Crushed	5,813	27,675
Dimension	35	455
Total 1984 (preliminary)		120,315

*Thousand short tons

CLIMATE:

Year-round average temperature ..... 78°

DEVELOPMENT COUNSELORS:

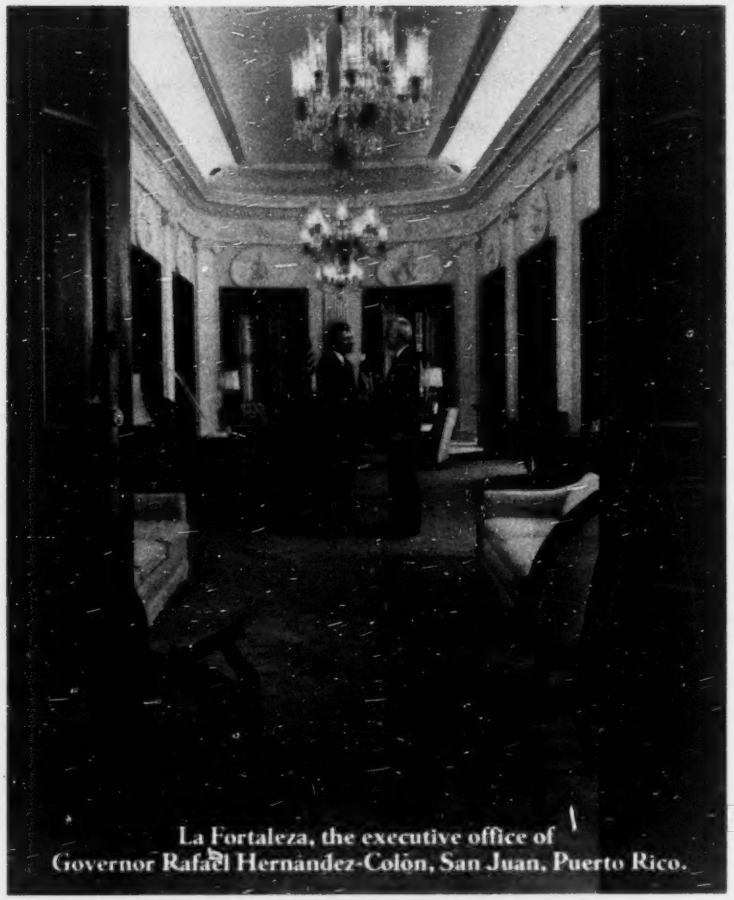
State Development Agency

Colorado, Antorio J., Admin.
Econ. Dev. Admin.
G.P.O. 2350
San Juan, PR 00936
809/758-4747

Torres, Henry, Acting Dpty. Admin. for Continental Operations
Econ. Dev. Admin.
1290 Ave. of Americas
New York, NY 10104
212/245-1200

Utility & Area

Santurce
Oyola, José R., Pres.
Gov't Development Bank for PR
Minillas Governmental Center
P.O. Box 42001
Minillas Sta.
Santurce, PR 00940
809/726-6465 or -2525



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Regional Review

Investment spending, productivity growth, and Canada's monetary policy will require special attention over the next few years.

A better understanding of these three key areas, along with continued vigilance on the government deficit issue, should make it easier to determine the most effective means of strengthening growth and reducing unemployment in the medium term. To facilitate this, a view of the economic setting over the next ten years follows.

Basic key economic indicators that are discussed—collectively referred to as the "base case"—are founded on certain specific assumptions: The past performance of the economy, as well as its present position and current information about its future course, the outlook for foreign economies, and so on.

Six key economic indicators are looked at for the decade. In each case, the base case is compared with an optimistic alternative that assumes low inflationary expectations, low U.S. interest rates, and strong domestic investment; it is also compared with a pessimistic alternative assuming the reverse.

Growth. Barring a serious recession, real growth should average more than 3.5% throughout the next decade—the best performance Canada has anticipated in a long while. But because exports have recently become a major contributor to Canada's growth, changes in export markets could affect this outlook.

While the outlook for the United States is generally favorable, certain eventualities south of the border could affect Canada's export trade. The most uncertain aspect of the U.S. medium-run outlook pertains to the balance of payments and the dollar. An expected decline in the U.S. dollar, coupled with any protectionist measures that may be taken by Congress, could erode the recent gains in Canadian competitiveness and affect Canada's position in U.S. markets.

Inflation. All going well, the inflation rate is expected to remain relatively low over the medium term. That outlook, however, assumes the continuation of those elements that have held inflation down in recent years: low inflationary expectations, weak oil and non-oil commodity markets, moderate monetary growth, and stable raw material markets.

A critical factor underlying inflation prospects in the medium run is the outlook for nominal wage growth. While lower inflation improves the picture for jobs, productivity and deficit reduction, even slightly higher inflation has a strong reverse effect.

Labor productivity. Provided that prices remain stable, real growth continues, and there are no shocks to the economic system, labor productivity and growth in real wages should range between 2.0% and 2.5% over the decade—the most prolonged period of stable gains for those indicators since the 1960s. But unanticipated shocks, a resurgence of inflation, and/or periods of recession could dissipate any advances.

Unemployment. The medium-term outlook for labor markets appears favourable. Employment growth is anticipated to be around 2.3% for the 1985-90, but below 2.0% for 1991-95. Diverse factors, such as some recovery in the rate of productivity growth and a continued upward trend in the female participation rate, will combine with steady growth in output to produce a gradual reduction in the unemployment rate. Under the current policy regime, however, double-digit unemployment will persist until late 1986, after which continued real growth in output of about half a percentage point above potential growth throughout 1985-95 could push the rate of unemployment below 8% between 1991 and 1995.

Real investment. The weakness of investment spending constitutes a worrisome aspect. The base case implies a modest recovery in business investment during the medium term, but investment as a percentage of GNE is not expected to recover significantly from its current low levels.

Nevertheless, there is some reason for optimism. In the energy area, for example, changes introduced by the Western and Atlantic Accords make the expansion of energy-related investment in Western Canada and Newfoundland more likely. Anticipated stable economic conditions should encourage more non-energy, nonhousing investment as well. But the outlook for investment remains, to a large extent, unpredictable and highly dependent on the recovery of business confidence, as well as the policy approach adopted.

The deficit. With the implementation of the tax increase and expenditure reduction initiatives taken in the May 1985 federal budget, the federal deficit as a percentage of GNE is expected to fall from a high of nearly 7% in 1984-85 to about 4% in 1990 and close to 2.0% between 1991 and 1995.

Deficit projections are very sensitive to assumptions about economic activity and interest rates. A weaker U.S. economic outlook, coupled with higher real interest rates, could substantially increase both deficit and debt levels above that of the base case. Conversely, a stronger U.S. outlook and lower interest rates would improve the federal budget position. □

This article was reprinted from a report prepared by the Economic Council of Canada that originally appeared in AU COURANT, Volume 6, No. 2, 1985.

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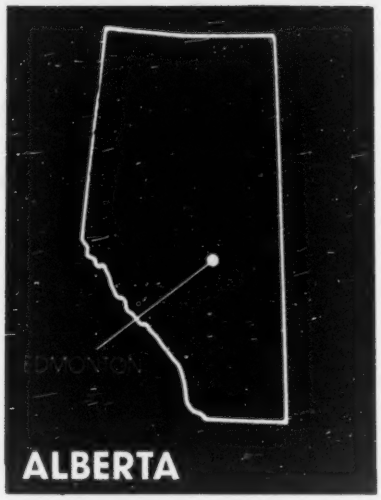


PROVINCE INFORMATION:

Financial assistance to industry:
- Manpower aid for job training & job creation
- Loans to small business through Alberta Opportunity Company (a Crown corporation)
- Grants (DRIE) for agricultural/food processing industries.

Tax rates:

Corporate income tax:
- General ..... 11% (only 5% for manufacturing business effective April 1985)
- Small business ..... 5% (0% for small business in manufacturing effective April, 1985)

Personal income tax ..... 43.5% of federal
Sales tax ..... none
Incorp. & franchise tax ..... none
Inventory tax ..... none
Gasoline tax ..... none

Advanced education facilities:
- Four-year colleges & universities 4
- Two-year or junior colleges 10
- Vocational & business schools 6

Medical facilities:
- Hospitals 132
- Clinics 130

Labor analysis:
- Civilian labor force 1,145,000
- High-school grads 23,249

Environment controls:

Air & water pollution: Environmental Permits & Licenses:
John Defir, Dir., Standards & Approvals Br., Alberta Environ., Oxbridge Place, 5th Fl., 9820-106 St., Edmonton, T5K 2J6. 403/427-5883

Environmental spills etc.: R. N. Briggs, Dir., Pollution Control Div., (same address as above), 403/427-6270; Emergency No. 800/222-6514

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1985
	—Thousands—	
ALBERTA	2,237.7	2,337.7
Calgary	592.7	613.7
Edmonton	532.2	545.8
Lethbridge	NA	57.4
Medicine Hat	40.3	43.0
Red Deer	NA	53.3
St. Albert	32.9	35.4

Census Metropolitan Areas

	Census 1981	Estimate 1985
	—Thousands—	
Calgary	592.7	613.7
Edmonton	657.0	680.2

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (5/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
ALBERTA		
72.4	36.9	12.27
Calgary		
29.8	36.1	12.17
Edmonton		
24.4	38.5	12.47

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (10/85)

Work Force Thousands	Unemployed Thousands	Unemployment Percent
ALBERTA		
1,259	107	8.5

(figures are unadjusted for seasonal variation)

*Industrial Mix (7/84)**

Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
72.4	36.9	12.27
DURABLE GOODS		
30.8	38.2	12.78
NONDURABLE GOODS		
41.6	35.6	11.71
Food & beverages-SIC 101-109		
14.0	33.8	11.36
Wood prods.-SIC 251-259		
4.3	37.0	12.14
Paper & allied ind.-SIC 271-274		
2.6	38.2	13.62
Printing, pub., & allied ind.-SIC 286-289		
7.9	33.2	12.01
Primary metal ind.-SIC 291-298		
3.6	38.8	15.23
Metal fabricating ind.-SIC 301-309		
7.5	38.2	12.51
Machinery, except elec.-SIC 311-318		
4.8	39.3	12.68
Transportation equip.-SIC 321-329		
1.8	36.4	11.71
Electrical prods.-SIC 331-339		
3.0	39.4	12.18
Nonmetallic min. prods.-SIC 351-359		
3.9	38.8	13.62
Petroleum & coal prods.-SIC 365-369		
3.9	41.2	17.29
Chemicals & chem. prods.-SIC 372-379		
5.0	39.4	14.92
Misc. manufacturing ind.-SIC 391-399		
2.8	36.5	9.52

*employees paid by the hour, including overtime

CANADA
Calgary
IN FACT

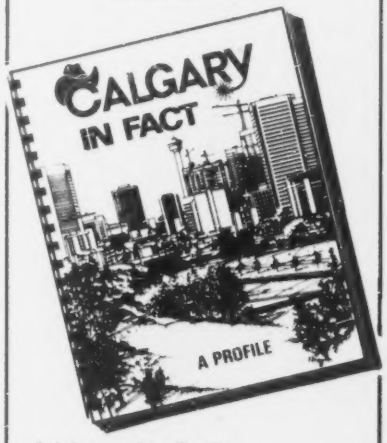
Energy Capital of Canada
Computer Centre World Class
Western Research Centre
Western Financial Centre
Western Distribution Centre

International Airport
22 Foreign Banks
23 Industrial Business and Office Parks

No Provincial Sales Tax
No Estate Taxes
Lowest Corporate and Personal Tax in Canada

$5.2 billion Retail & Service Sales
1.1 million Market Area Population
Skilled Labour Pool
Low Office and Industrial Rental Rates
Low Land Prices

Rocky Mountain Playground
Host City for the 1988 Olympic Winter Games
Professional Sports
Cultural Centre
Moderate Climate



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Calgary Economic Development Authority
PO Box 2100 Postal Stn M,
Calgary, Alberta T2P 2M5
(403) 268-2771

CALGARY
ALBERTA,CANADA
PL

Circle 118 on Brochure Service Card

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Calgary 1-10, 14-18
Edmonton 1-5, 7-9, 11-18
Lethbridge 2, 16
Medicine Hat 2, 16
Red Deer 1-3
St. Albert 1 (Edmonton)

Railroads

1. Canadian National Rwy.
2. CP Rail

Airlines

3. Air Alberta
4. Air Canada
5. American West
6. Cascade Airways
7. Continental
8. CP Air
9. CP Air Attache
10. Lufthansa
11. Norcanair
12. Northwest
13. Northwest Territorial
14. Pacific Western
15. Southern Frontier
16. Time Air
17. United
18. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Calgary — 1e, 2g
Edmonton — 3e, 6g
Lethbridge — 4e, 2g
Medicine Hat — 5eg
Red Deer — 7e, 6g
St. Albert — 8e, 6g

1. Calgary Electric System
   2808 Spiller Road, Box 2100
   Calgary T2P 2M5
2. Canadian Western Natural Gas Co.
   909 11th Ave., S.W.
   Calgary T2R 1L8
3. Edmonton Power
   Continental Bank Bldg. 900
   10250 101st St., Edmonton
   T5J 3P4
4. Lethbridge Electric Dept.
   City Hall, Lethbridge T1J OP6
5. Medicine Hat Utilities
   580 1st St., S.E.
   Medicine Hat T1A 8E6
6. Northwestern Utilities Ltd.
   10035 105th St., Edmonton T5J 2V6
7. Red Deer Electric Light & Power
   Box 5008, Red Deer T4N 3T4
8. Transalta Utilities Corp.
   110 12th Ave., S.W., Box 1900
   Calgary T2P 2M1

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Gold (g)	8	117
Peat (metric ton)	50	10,164
Quartz (mt)	NA	4,700
Salt (metric ton)	1,403	16,218
Sodium sulfate	NA	3,482
Sulfur, elemental (metric ton)	7,995	851,763
Coal (metric ton)	24,350	458,500
Natural gas (thous. m^3)	70,869	7,278,483
Natural gas by-products (m^3)	19,240	2,687,226
Petroleum, crude (m^3)	69,213	15,786,925
Clay products	NA	7,550
Cement (metric ton)	1,007	118,779
Lime (metric ton)	147	10,305
Sand & gravel (metric ton)	44,600	109,000
Stone (metric ton)	180	2,324
Total 1985 (preliminary)		27,346,016

CLIMATE:

	Mean Temp. F. Jan.	Jul.	Average No. of Days of Precipitation
Calgary	12	62	113
Edmonton	6	64	121
Medicine Hat	10	68	89

DEVELOPMENT COUNSELORS:

Province Development Agency

Cole, T. J., Dir., Bus. Locations
Alberta Dept. of Tourism & Small Business
15th Fl., Capitol Sq. Bldg.
10065 Jasper Ave.
Edmonton, Alberta, T5J 0H4
403/427-5267

Railroads

(See Transportation Index, page 28.)

Utilities, Banks, Areas & Others

Calgary
McDonald, Bruce A., Dir. Bus. Dev. Dept.
Calgary Econ. Dev. Authority
P.O. Box 2100, Station M, T2P 2M5
403/268-2771

Edmonton
Bleiken, Allan G., Gen. Mgr.
Shields, Allan, Ind. Dev. Mgr.
Bus. Dev. Dept.
Edmonton Econ. Dev. Authority
2410 Oxford Tower
10235-101 St., T5J 3G1
403/424-7870
Dove, A. J., Ind. Dev. Mgr.
Mountain Region
CN Rail
10004-104 Ave., T5J 0K2
403/429-8388
Duncan, James S.
J.S. Duncan Industrial Research
9819-113 St., T5K 1N3
403/482-1266
Relf, J. A., Sr. Dir., Ind. Dev.
Alberta Econ. Dev.
9th Fl., Pacific Plaza
10909 Jasper Ave., T5J 3L9
403/427-2005

Lethbridge
Moore, William H., Bus. Dev. Off
O'Connell, Dennis S., Econ. Dev. Dir.
City of Lethbridge, City Hall
910-4th Ave. S., T1J 0P6
403/320-3910

Medicine Hat
Cormier, David A., Econ. Dev. Mgr.
City of Medicine Hat
City Hall, T1A 0C7
403/526-5971

Red Deer
Scott, Alan V., Econ. Dev. Dir.
City of Red Deer
P.O. Box 5008, T4N 3T4
403/342-8105

St. Albert
Martin, Peter, Econ. Dev. Mgr.
City of St. Albert
5 St. Ann St., T8N 1E8
403/459-1613

PROVINCE INFORMATION:

Financial assistance to industry:
- Conventional financing for buildings & equipment
- Several programs provide loans at reduced rates for modernization, expansion or establishment of manufacturing or processing facilities
- Five-year provincial corporate income tax holiday for designated industries.

Tax rates:

Corporate income tax	8%-16%
Personal income tax	44% of fed.
Personal property tax	none
Sales tax	7%
Incorporation tax	none
Franchise tax	none
Inventory tax	none
Gasoline tax	$.084/liters

Advanced education facilities:
- Four-year colleges & universities 18
- Vocational & business schools.....6
- Marine Technology Park adjacent to Institute of Ocean Sciences
- Centre of Excellence for advanced micro-electronics established at the University of B.C.

Medical facilities:
- Hospitals.....127

Labor analysis:

Civilian labor force	1.5 million
High-school grads	1.2 million

Environment controls:
Air & water pollution: Waste Mgt. Branch, Ministry of Environ., 1106 Cooke St., Victoria, V8V 1X4, 604/387-1161

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1985
	—Thousands—	
BRITISH COLUMBIA	2,744.7	2,882.9
Burnaby	136.5	NA
Chilliwack	40.6	NA
Kamloops	64.0	64.4
Kelowna	59.2	60.0
Nanaimo	47.1	48.4
New Westminister	38.6	38.3
North Vancouver	34.0	35.3
Port Coquitlam	27.5	30.2
Prince George	67.6	68.9
Vancouver	414.2	414.6
Victoria	64.4	64.9

Census Metropolitan Areas

	Census 1981	Estimate 1985
	—Thousands—	
Vancouver	1,268.2	1,336.1
Victoria	233.5	243.9

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (5/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
BRITISH COLUMBIA		
134.5	35.4	14.92
Vancouver		
70.3	35.2	13.89
Victoria		
4.6	32.6	12.77

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (10/85)

Work Force Thousands	Unemployed Thousands	Unemployment Percent
BRITISH COLUMBIA		
1,436	192	13.3

(figures are unadjusted for seasonal variation)

*Industrial Mix (7/84)**

Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
134.5	35.4	14.92
DURABLE GOODS		
74.9	36.3	15.30
NONDURABLE GOODS		
59.6	34.0	14.30
Food & beverages–SIC 101-109		
20.7	31.5	12.95
Wood prods.–SIC 251-259		
34.8	36.2	15.34
Paper & allied ind.–SIC 271-274		
16.9	37.2	17.67
Printing, pub., & allied ind.–SIC 286-289		
9.2	31.2	13.77
Primary metal ind.–SIC 291-298		
6.6	38.3	16.91
Metal fabricating ind.–SIC 301-309		
8.5	35.3	16.05
Machinery, except elec.–SIC 311-318		
5.3	38.0	14.84
Transportation equip.–SIC 321-329		
9.1	34.4	15.85
Electrical prods.–SIC 331-339		
4.9	40.0	11.07
Nonmetallic min. prods.–SIC 351-359		
4.4	36.1	15.63
Petroleum & coal prods.–SIC 365-369		
0.9	41.9	17.29
Chemicals & chem. prods.–SIC 372-379		
3.4	35.1	13.68
Misc. manufacturing ind.–SIC 391-399		
2.7	33.7	11.71

*employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Kamloops 3, 4, 16, 23
Kelowna 3, 4, 23, 27
Nanaimo 4, 5, 11, 16
New Westminster 2-4 (Vancouver)
North Vancouver 1, 2, 4 (Vancouver)
Prince George 1, 3, 14, 21, 23
Vancouver 2-20, 23-30
Victoria 3-5, 7, 11, 16, 22, 23, 25, 26

Railroads

1. BC Rail
2. Burlington Northern R.R. Co.
3. Canadian National Rwy.
4. CP Rail

Airlines

5. Air BC
6. Aircal
7. Air Canada
8. Air New Zealand
9. Aquila Air
10. British Airways
11. Burrard Air
12. Cathay Pacific
13. Continental
14. CP Air
15. CP Air Attache
16. CP Air Commuter
17. Frontier Airlines
18. Japan Air Lines
19. Lufthansa
20. Mountain Pacific Air
21. North Cariboo Flying Service
22. Otter Air
23. Pacific Western
24. Qantas
25. San Juan Airlines
26. Skylink Airlines
27. Time Air
28. United
29. Western Airlines
30. Wilderness Airline

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Kamloops — 1e, 2g
Kelowna — 3e, 2g
Nanaimo — 1e, 5g
New Westminster — 1e, 4e
North Vancouver — 1e
Prince George — 1e, 2g
Vancouver — 1eg
Victoria — 1eg

1. British Columbia Hydro & Power Authority, 970 Burrard St., Vancouver V6Z 1Y3
2. Inland Natural Gas Co., Ltd. 1066 West Hastings St., Vancouver V6J 2G9
3. Kelowna Electric Dept. 1435 Water St., Kelowna V1Y 1J4

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Antimony (kg)	NA	4,233
Bismuth (kg)	30	592
Cadmium (kg)	240	872
Copper (kg)	302,479	598,607
Gold (g)	6,441	89,604
Iron ore (metric ton)	87	3,185
Lead (kg)	106,432	61,429
Molybdenum (kg)	7,334	73,089
Silver (kg)	364	101,485
Tin (kg)	113	1,795
Zinc (kg)	106,815	135,441
Asbestos (metric ton)	93	90,779
Barite (metric ton)	NA	2,694
Gemstones (kg)	NA	1,041
Gypsum (metric ton)	378	4,340
Magnesitic dolomite & brucite (metric ton)	NA	3,616
Peat (metric ton)	3	159
Quartz (metric ton)	NA	2,013
Sulfur in smelter gas (metric ton)	50	2,199
Sulfur, elemental (metric ton)	246	29,174
Coal (metric ton)	23,000	1,101,700
Natural gas (thous. m^3)	6,720	431,754
Natural gas by-products (m^3)	213	33,903
Petroleum, crude (m^3)	1,971	430,342
Clay products	NA	3,800
Cement (metric ton)	990	77,239
Lime (metric ton)	108	7,300
Sand & gravel (metric ton)	31,750	76,835
Stone (metric ton)	6,100	36,235
Total 1985 (preliminary)		3,406,471

CLIMATE:

	Mean Temp. F.		Average No. of Days of Precipitation
	Jan.	Jul.	
Kamloops	21	70	90
Prince George	11	59	162
Vancouver	36	63	161
Victoria	39	60	142

DEVELOPMENT COUNSELORS:

Province Development Agency

Eggleston, David, Invest. Promo. Dir.
B.C. Ministry of Int'l. Trade & Invest.
Suite 315, Robson Sq.
800 Hornby St., Vancouver, V6Z 2C5
604/660-4567

Railroads

(See Transportation Index, page 28.)

Utilities, Banks, Areas & Others

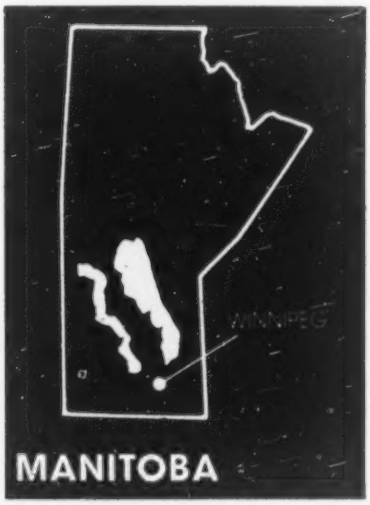
Kamloops
Black, Randall E., Gen. Mgr.
Mount Paul Ind. Park
315 Yellowhead Hwy., V2H 1H1
604/372-7955
Elverhoy, Rino, Econ. Dev. Off.
Thompson-Nicola Reg. Dist.
2079 Falcon Rd.,V2C 4J2
604-372-9336
Spargo, Sidney H., Econ. Dev. Mgr.
City of Kamloops
7 Victoria St. W., V2C 1A2
604/374-3311

Kelowna
Browns, Dwight, Econ. Dev. Cmsr.
Reg. District of Central Okanagan
540 Groves Ave., V1Y 4Y7
604/763-4918

Prince George
McMann, Dale, Mgr.
Prince George Region Dev. Corp.
1102 6th Ave, V2L 3M4
604/564-0282

Vancouver
Fancy, Sidney, Econ. Dev. Mgr.
City of Vancouver
Suite 721, 601 W. Broadway, V5Z 4C2
604/873-7011

Victoria
Dary, Charles, Dir.
Community Econ. Dev. Services
B.C. Industry & Small Businesses
Parliament Bldgs., V8V 1X4
604/387-5018



PROVINCE INFORMATION:

Financial assistance to industry:
Programs:
Manitoba jobs & training
Development agreements
Feasibility studies
Winnipeg core-area small business
Venture capital
Trade assistance
Manitoba graduates in business
Youth business start

Tax rates:
Corporate income tax:
Small business 10%
Other 16%
Personal income tax ..... 54% of federal basic tax
Sales tax 6%

Advanced education facilities:
Four-year colleges & universities 6
Vocational & business schools.....9

Labor analysis:
Civilian labor force.....525,000

Environment controls:

Air & water pollution: Clean Environ. Cmsn., 139 Tuxedo Blvd., Winnipeg, Manitoba, R3N 0H6, 204/945-7120

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1985
	Thousands	
MANITOBA	1,026.2	1,065.2
Brandon	34.9	38.0
Winnipeg	564.5	586.6

Census Metropolitan Areas

	Census 1981	Estimate 1985
	Thousands	
Winnipeg	585.0	607.8

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (5/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
MANITOBA		
49.9	38.2	9.89
Winnipeg		
39.7	38.6	9.70

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (10/85)

Work Force Thousands	Unemployed Thousands	Unemployment Percent
MANITOBA		
526	34	6.5

(figures are unadjusted for seasonal variation)

*Industrial Mix (7/84)**

Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
49.9	38.2	9.89
DURABLE GOODS		
22.1	38.4	10.53
NONDURABLE GOODS		
27.8	38.1	9.34
Food & beverages-SIC 101-109		
9.8	38.9	10.85
Clothing-SIC 243-249		
6.6	39.0	5.80
Printing, pub., & allied ind.-SIC 286-289		
4.5	34.7	10.03
Metal fabricating ind.-SIC 301-309		
3.6	37.8	11.38
Machinery, except elec.-SIC 311-318		
4.2	38.1	10.74
Transportation equip.-SIC 321-329		
5.5	38.2	10.50
Electrical prods.-SIC 331-339		
2.0	39.8	11.75
Chemicals & chem. prods.-SIC 372-379		
1.2	37.8	10.24

*employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Brandon 1, 2, 13
Winnipeg 1-14

Railroads

1. Canadian National Rwy.
2. CP Rail

Airlines

3. Air Canada
4. Air Ontario
5. Bearskin Lake Air Service
6. CP Air
7. CP Air Attache
8. Frontier Airlines
9. Nordair
10. Noront Air
11. Northwest
12. Northwest Territorial
13. Pacific Western
14. Perimeter

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Brandon — 2e
Winnipeg — 3e, 1g

1. Greater Winnipeg Gas Co.
265 Notre Dame Ave., Winnipeg
R3B 1N9
2. Manitoba Hydro-Electric Board
820 Taylor Ave., Box 815
Winnipeg R3C 2P4
3. Winnipeg Hydro
5th Floor, Administration Bldg.
Civic Centre, Winnipeg R3B 1C1
4. New Westminster Electric Dept.
City Hall, 511 Royal Ave.
New Westminster V3L 1H9
5. Vancouver Island Gas Co., Ltd.
Ste. 6-77 Victoria Crescent, Nanaimo
V9R 5B9

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Bismuth (kg)	NA	7
Cadmium (kg)	161	586
Cobalt (kg)	354	12,128
Copper (kg)	67,704	133,986
Gold (g)	2,101	29,231
Lead (kg)	683	394
Nickel (kg)	37,902	266,603
Selenium (kg)	45	973
Silver (kg)	35	9,724
Tantalum (Ta_2O_5) (kg)	39	3,045
Tellurium (kg)	4	100
Zinc (kg)	63,372	80,356
Gypsum (metric ton)	228	2,605
Peat (metric ton)	84	12,494
Quartz (metric ton)	NA	2,959
Sulfur in smelter gas (metric ton)	1	42

Natural gas by-prods. (m^3)	9	950
Petroleum, crude (m^3)	820	180,400
Clay products	NA	2,150
Cement (metric ton)	311	33,148
Lime	NA	5,725
Sand & gravel (metric ton)	12,410	33,150
Stone (metric ton)	1,922	8,635
Total 1985 (preliminary)		828,459

CLIMATE:

	Mean Temp. F. Jan.	Mean Temp. F. Jul.	Average No. of Days of Precipitation
Winnipeg	1	68	121

DEVELOPMENT COUNSELORS:

Province Development Agency

McLeod, Robert H., Ind. Branch Dir.
Manitoba Dept. of Ind., Trade, & Tech.
701-155 Carlton St.
Winnipeg, Manitoba R3C 3H8
204/945-5753

Utilities, Banks, Areas & Others

Brandon

Christianson, Conrad, Ind. Cmsr.
Brandon Ind. Comm.
Civic Admin. Bldg.
Box 960, R7A 6A2
204/728-2278

Winnipeg

George, Ted A., Gen. Mgr.
Winnipeg Bus. Dev. Corp.
509-167 Lombard Ave., R3B OV3
204/944-8686

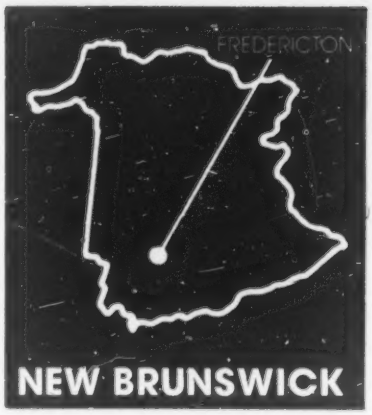
Gregory, R. Gary, Ind. Dev. Mgr.
CN Rail, Prairie Region
Room 350, 123 Main St.
P.O. Box 832, R3C 2P8
204/946-2223

Kaufmann, Christof, Ind. Planning Off.
Dept. of Environ. Planning
The City of Winnipeg
395 Main St., R3B 3E1
204/985-5082

When you contact industrial developers listed in

PLANT LOCATION

tell them where you saw their name



PROVINCE INFORMATION:

Financial assistance to industry:
- Direct loans
- Loan and bond issue guarantees
- Equity
- Venture capital

Tax rates:
- Corporate income tax ..... varies depending on business classification
- Personal income tax .....58% of federal basic tax
- Personal property tax:
  - Residential .....$1.50/$100 assessed value
  - Nonresidential .....$2.25/$100 assessed value
- Sales tax 11%
- Incorporation fee ..... $200 + $10 registration fee
- Gasoline tax .....$.097/litre

Advanced education facilities:
- Four-year colleges & universities 4
- Vocational & business schools 9

Medical facilities:
- Hospitals 37
- Health centers 18

Labor analysis:
- Civilian labor force.287,000 (1984 est.)
- High school graduates 9,470

Environment Controls:

Air & Water Pollution: Dept. of Municipal Affairs & Environ., Box 6000, Fredericton, E3B 5H1, N.B., 506/453-3700

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1985
	Thousands	
NEW BRUNSWICK	696.4	717.3
Fredericton	44.0	42.6
Moncton	54.7	54.4
Saint John	80.5	76.8

Census Metropolitan Areas

	Census 1981	Estimate 1985
	Thousands	
Saint John	114.0	113.9

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (5/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
NEW BRUNSWICK		
31.8	38.0	10.12
Moncton		
3.6	38.4	9.52
Saint John		
5.8	40.8	12.68
Fredericton		
1.4	36.8	8.60

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (10/85)

Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW BRUNSWICK		
308	41	13.4

(figures are unadjusted for seasonal variation)

*Industrial Mix (7/84)**

Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
31.8	38.0	10.12
DURABLE GOODS		
9.1	41.2	9.73
NONDURABLE GOODS		
22.7	36.7	10.30
Food & beverages-SIC 101-109		
12.7	34.6	8.13
Wood-SIC 251-259		
3.9	42.2	8.19
Paper & allied ind.-SIC 270-274		
5.3	40.6	15.33
Printing, pub., & allied ind.-SIC 286-289		
1.3	38.2	9.47
Metal fabricating ind.-SIC 301-309		
1.6	38.5	11.38
Transportation equip.-SIC 321-329		
1.0	41.0	11.01
Electrical prods.-SIC 331-339		
0.4	38.4	9.88
Misc. manufacturing ind.-SIC 391-399		
0.6	34.2	8.20

*employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Fredericton 1-4
Moncton 1, 3, 4
Saint John 1-4

Railroads

1. Canadian National Rwys.
2. CP Rail

Airlines

3. Air Canada
4. Eastern Provincial

UTILITIES:

Electric Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.

Fredericton — 1
Moncton — 1
St. John — 2

1. New Brunswick Elec. Pwr. Cmsn.
   527 King St., Fredericton E3B 4X1
2. St. John Power Cmsn.
   239 Charlotte St., Box 850, St. John E2L 4C7

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Antimony (kg)	NA	2,344
Bismuth (kg)	186	3,641
Cadmium (kg)	73	266
Copper (kg)	6,585	13,031
Gold (g)	252	3,506
Lead (kg)	73,398	42,362
Silver (kg)	187	52,215
Tungsten (kg)	502	NA
Zinc (kg)	230,974	292,875
Peat (metric ton)	201	13,154
Sulfur in smelter gas (metric ton)	95	11,630
Coal (metric ton)	555	29,800
Natural gas (thous. m^3)	4	200
Petroleum, crude (m^3)	NA	15
Clay products	NA	4,325
Cement	NA	15,134
Lime	NA	5,340
Sand & gravel (metric ton)	7,600	9,700
Stone (metric ton)	2,060	11,120
Total 1985 (preliminary)		550,306

DEVELOPMENT COUNSELORS:

Province Development Agency

Wakeham, Barbara
Dir. of Prospect Dev., Dept. of Dev.
Gov't of Newfoundland & Labrador
P.O. Box 4750, St. John's, AIC 5T7
709/576-2781

Railroads

(See Transportation Index, page 28.)

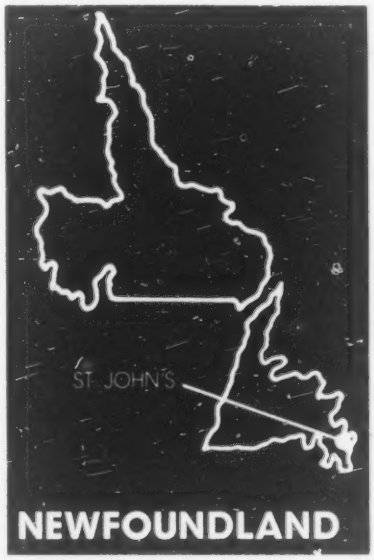
Utilities, Banks, Areas & Others

Goose Bay
Kirby, Glenn, Exec. Dir.
Happy Valley Goose Bay Dev. Corp.
P.O. Box 338, Station C, AOP 1CO
709/896-5182

St. John's
Alexander, Paul, Dev. Officer
Courish, Terrence, Dev. Officer
Dept. of Development
8th Floor, Atlantic Pl.
Water St., A1C 5T7
709/737-2988
Bath, Kai, Promo. Officer
City of St. John's
P.O. Box 908, A1C 5M2
709/726-8820

Cameron, John, D., Mgr.
Planning & Ind. Dev.
CN Rail
1234 Main St., E1C 1H7
506/382-0551
MacPherson, Don, Mgr.
Moncton Central Business Dev. Corp.
14 Church St., E1C 4Y9
506/854-6191

Saint John
Hanson, Paul Edward, Ind. Dev. Off.
LeRoys, Ann-Marie, Proj. Coordinator
St. John Fundy Reg. Dev. Comm. Inc.
15 Market Sq., Box 1971, E2L 4L1
506/658-2918



PROVINCE INFORMATION:

Financial assistance to industry:
Newfoundland & Labrador Dev. Corp. (NLDC) 709/753-3560
Rural Agricultural & Northern Dev. (RAND)
Rural Development Authority
709/576-3184
Rural Incentives Program
709/576-3184
Dept. of Development
Technical Assistance Program
709/576-5061
Market & Product Dev. Program (MAPD) 709/576-2785
Ocean Industries Development Centre
709/772-2524
Retail Sales Tax Exemption
709/576-2465
Industrial Incentives Board (Fed/Prov)
709/576-3171
Dept. of Regional Economic Expansion/Industry Trade & Commerce, Indust. & Reg. Dev. Program
709/772-4917
Canada Employment & Imigration Commission (CEIC) 709/772-4600
Federal Bus. Dev. Bank (FBDB)
709/772-5505
Dept. of Fisheries
Secondary Processing Interest Subsidy Program 709/576-3749
Export Dev. Corp. 902/429-0426
National Research Council
Industrial Research Assistance
709/754-1937

Tax rates:
Corporate income tax:
Manufacturing & processing income eligible for small bus. deduction 20%
Excess 47.5%
Personal income tax .... 60% of federal
Personal property tax ..... varies locally
Sales tax 12%
Incorporation tax ..... none
Franchise tax ..... none
Inventory tax ..... none
Gasoline tax ..... built into pump price

Advanced education facilities:
Four-year colleges & universities 1
Vocational schools 17

Medical facilities:
Hospitals 18
Clinics 30

Labor analysis:
Civilian labor force 188,000
High-school grads. 3,000/annum

Environment controls:

Air & water pollution: D. G. Jeans, Asst. Dpty. Minister, Dept. of Environ., Govt. of Newfoundland & Labrador, 2nd fl., Elizabeth Towers, 100 Elizabeth Ave., St. John's, AIC 5T7, 709/737-2559

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1985
	Thousands	
NEWFOUNDLAND	567.7	578.9
Corner Brook	24.3	23.6
St. John's	83.8	86.5

Census Metropolitan Areas

	Census 1981	Estimate 1985
	Thousands	
St. John's	154.8	160.5

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (5/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
NEWFOUNDLAND		
16.0	35.1	10.01
Cornerbrook		
1.2	41.9	15.12
St. John's		
3.7	35.5	10.80

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (10/85)

Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEWFOUNDLAND		
223	40	17.7

(figures are unadjusted for seasonal variation)

*Industrial Mix (7/84)**

Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
16.0	35.1	10.1
DURABLE GOODS		
1.8	40.5	11.38
NONDURABLE GOODS		
14.2	34.5	9.82
Food & beverages-SIC 101-109		
10.5	32.6	8.09
Wood-SIC 251-259		
0.3	40.5	8.13
Paper & allied ind.-SIC 271-274		
2.2	41.7	16.07
Printing, pub., & allied ind.-SIC 286-289		
0.5	32.5	8.87
Transportation equip.-SIC 321-329		
0.8	40.2	12.43
Nonmetallic min. prods.-SIC 351-359		
0.4	39.3	11.97

*employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Corner Brook 1 (3 through Deer Lake)
St. John's 1, 2, 3

Railroads

1. Canadian National Rwys.

Airlines

2. Air Canada
3. Eastern Provincial

UTILITIES:

Electric Utility Serving St. John's & Cornerbrook

Newfoundland Light & Power Co., Ltd.
Kenmount Rd., Box 8910, St. John's
A1B 3P6

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Iron ore (metric ton)	21,269	835,633
Zinc (kg)	29,686	37,642
Asbestos (metric ton)	50	20,442
Barite (metric ton)	NA	362
Gypsum (metric ton)	450	5,337
Peat (metric ton)	1	49
Quartz (metric ton)	NA	1,853
Soapstone, talc, pyrophyllite (metric ton)	43	1,495
Clay products	NA	1,150
Cement (metric ton)	NA	8,462
Sand & gravel (metric ton)	3,025	11,350
Stone (metric ton)	575	3,335
Total 1985 (preliminary)		927,110

CLIMATE:

	Mean Temp. F. Jan.	Jul.	Average No. of Days of Precipitation
St. John's	25	60	210

DEVELOPMENT COUNSELORS:

Province Development Agency

Armstrong, L. S., Dpty. Minister
N. B. Dept. of Comm. & Tech.
P.O. Box 6000
Fredericton, E3B 5H1
506/453-2795

Railroads

(See Transportation Index, page 28.)

Utilities, Banks, Areas & Others

Fredericton
Lepage, Claire, Reg. Dev. Dir.
Ministry of Commerce & Dev.
P.O. Box 6000, E3B 5H1
506/453-3649

Price, S. R., Gen. Mgr.
Capitol Region Dev. Comm.
Suite 1, 2nd Fl.
618 Queen St., E3B 1C2
506/454-3080

Moncton
Daigle, Paul J., Gen. Mgr.
Moncton Ind. Dev. Ltd.
1234 Main St., Terminal Bldg.
E1C 1H7
506/854-2700

PROVINCE INFORMATION:

Financial assistance to industry:

The Nova Scotia Department of Development is responsible for activities that ensure the successful development of the business and industrial economy of the Province of Nova Scotia. The department provides a package of business programs, including the Trade Expansion Program, the Rural Industry Program, the Industrial Loan Program, the Small Business Development Corporation, and the Venture Capital Corporation.

Industrial Estates Limited, a crown corporation, can finance 100% of the cost of land and buildings and up to 60% of the installed cost of production equipment for a new enterprise or plant expansion.

Tax rates:

Corporate income tax:
Federal..... 46% of taxable income
Provincial 15% (10% for small bus.)
Personal income tax.....56.5% of federal basic rate

Personal property tax:
Residential .....$1.44/$100
Commercial & bus. occ. .$2.53/$100 of assessed value (approx. 75% of market value)
Sales tax.....10%(groceries & most clothing & shoes excl.)
Gasoline .....$.097/litre

Advanced education facilities:
Four-year colleges & universities 12
Vocational & business schools.....2
institutes of technology, 14 regional vocational schools

Medical facilities:
Hospitals 52
Clinics.....NA

Labor analysis:
Civilian labor force..... 394,000 (10/85)
High school seniors.....11,532

Environment Controls:

Air & water pollution: Nova Scotia Dept. of Environ., Suite 500, 5151 Terminal Rd. Halifax, 902/424-5300

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1985
	—Thousands—	
NOVA SCOTIA	847.4	878.2
Dartmouth	62.2	61.5
Halifax	114.6	113.3
Sydney	29.4	29.4

Census Metropolitan Areas

	Census 1981	Estimate 1985
	—Thousands—	
Halifax	277.7	287.8

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (5/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
NOVA SCOTIA		
36.6	37.1	10.15
Halifax		
7.0	37.8	11.39
Truro		
2.3	37.8	8.43
New Glasgow		
4.0	40.4	11.87

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (10/85)

Work Force Thousands	Unemployed Thousands	Unemployment Percent
NOVA SCOTIA		
394	48	12.2

(figures are unadjusted for seasonal variation)

*Industrial Mix (7/84)**

Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
36.6	37.1	10.15
DURABLE GOODS		
10.5	39.5	10.08
NONDURABLE GOODS		
26.1	36.1	10.19
Food & beverages-SIC 101-109		
11.5	32.4	8.24
Textile prod.-SIC 181-189		
1.4	37.8	8.30
Wood-SIC 251-259		
2.0	37.5	7.39
Paper & allied ind.-SIC 271-274		
3.3	41.7	13.68
Printing, pub., & allied ind.-SIC 286-289		
2.4	33.5	8.15
Metal fabricating ind.-SIC 301-309		
1.3	39.0	11.64
Transportation equip.-SIC 321-329		
3.6	39.3	10.61
Electrical prods.-SIC 331-339		
0.7	41.3	9.14
Chemicals & chem. prods.-SIC 372-379		
1.0	42.5	14.39

*employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Dartmouth 1 (Halifax)
Halifax 1-6
Sydney 1, 3, 6

Railroads

1. Canadian National Rwys.
2. CP Rail

Airlines

3. Air Canada
4. CP Air
5. CP Air Attache
6. Eastern Provincial

UTILITIES:

Electric Utility Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.

Dartmouth — 1
Halifax — 1
Sydney — 1

1. Nova Scotia Power Corp.
P.O. Box 910, Halifax B3J 2W5

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Barite (metric ton)	NA	1,779
Gypsum (metric ton)	6,281	52,216
Peat (metric ton)	6	920
Coal (metric ton)	2,830	169,000
Clay products	NA	7,750
Cement	NA	22,094
Sand & gravel (metric ton)	7,475	21,300
Stone (metric ton)	4,400	21,250
Total 1985 (preliminary)		327,804

CLIMATE:

	Mean Temp. F. Jan.	Jul.	Average No. of Days of Precipitation
Halifax	26	65	152
Sydney	24	64	179

DEVELOPMENT COUNSELORS:

Province Development Agency

Baillie, R. W., Director
Industrial Promotion Branch
Nova Scotia Dept. of Dev.
Box 519, Halifax, B3J 2R7
Telephone: 902/424-5320
Telex: 019-22548

Railroads

(See Transportation Index, page 28.)

Utilities, Banks, Areas & Others

Dartmouth
Rath, Tom, Ind. Promo. Officer
Dartmouth Ind. Commission
2nd Fl., City Hall
P.O. Box 817, B2Y 3Z3
902/421-2175

Halifax
LeTourneau, Frank M., Ind. Pks. Mgr.
Industrial Estates Ltd.
5151 George St., Suite 700, B3J 1M5
902/425-6331

Sydney
McKee, Wm. F., Dir.
Fisheries & Marine Related Industry
Cape Breton Dev. Corp.
P. O. Box 1750, B1P 6K3
902/539-6300

PROVINCE INFORMATION:

Financial assistance to industry:
Loans including term, interest forgiveness, & guarantees
Tax incentives including accelerated depreciation on machinery
Site selection assistance
Employee training assistance programs
Business & plant consulting
Export assistance programs
Component sourcing assistance
Technology consulting services

Tax rates:
Corporate income tax:
Ontario rate 15.5%
Fed. rate 36.0%
Combined rate 51.5%
Personal income tax ..... 50% of basic Federal (1986 tax year)
Personal property tax ..... varies
Sales tax:
Federal 10.0%
Ontario ..... 7.0% (with some exceptions)
Incorporation fee $220.00
Franchise tax ..... none
Inventory tax ..... included in corp. income tax
Gasoline tax ..... $.088/litre (reg)

Advanced education facilities:
Four-year colleges & universities 17
Colleges of applied arts & sciences 22
Vocational & business schools 220

Labor analysis:
Civilian labor force 4,803,000
High school graduates 151,749

Environment Controls:

Air & water pollution: C. E. McIntyre, Dir., Environ. Approvals & Project Engineering Branch, Ontario Ministry of the Environ., 10th fl., 135 St. Clair Ave. W., Toronto, Ontario, M4V 1P5, 416/965-7062

POPULATION:

Cities over 25,000

	Census 1981 —Thousands—	Estimate 1985
ONTARIO	8,625.1	9,024.0
Ajax	25.5	29.3
Barrie	38.4	42.0
Belleville	34.8	35.8
Brampton	149.0	181.4
Brantford	74.3	77.5
Burlington	114.9	120.4
Caledon	26.6	28.3
Cambridge	77.1	81.2
Chatham	40.9	43.3
Cornwall	46.1	47.3
Guelph	71.2	75.9
Halton Hills	NA	34.9
Hamilton	306.4	308.5
Kingston	52.6	53.0
Kitchener	139.7	146.4
London	254.3	264.9
Markham	77.0	102.7
Milton	20.8	34.1
Mississauga	315.0	348.4
Newcastle	31.9	32.2
Newmarket	29.8	36.0
Niagara Falls	71.0	72.8
North Bay	51.2	52.5
North York	559.6	NA
Oakville	75.8	79.3
Oshawa	117.6	124.8
Ottawa	295.1	299.5
Peterborough	60.6	62.3
Pickering	37.8	46.6
Richmond Hill	37.8	42.7
St. Catharines	124.0	125.7
St. Thomas	27.2	29.0

Sarnia	50.8	49.0
Sault Ste. Marie	82.7	83.1
Stoney Creek	36.7	43.1
Stratford	26.3	27.4
Sudbury	91.8	90.0
Thunder Bay	112.5	112.3
Timmins	44.7	48.0
Toronto	599.2	579.2
Vaughan	29.7	NA
Waterloo	49.4	51.8
Welland	45.5	46.2
Whitby	36.7	44.1
Windsor	192.0	190.4
Woodstock	26.4	26.9

Census Metropolitan Areas

	Census 1981	Estimate 1985
	Thousands	
Hamilton	542.1	558.4
Kitchener	287.8	301.3
London	283.6	294.4
Oshawa	154.2	168.9
Ottawa - Hull	718.0	766.9
St. Catharines - Niagara	304.3	308.9
Sudbury	150.0	148.1
Thunder Bay	121.3	121.5
Toronto	2,999.0	3,162.7
Windsor	246.1	247.1

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (5/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
ONTARIO		
877.7	40.1	11.56
Barrie		
3.9	39.2	11.75
Brantford		
10.5	38.4	11.16
Brockville		
7.0	41.0	11.75
Chatham		
4.9	41.4	13.46
Cornwall		
9.1	39.3	9.33
Guelph		
9.6	38.8	11.71
Hamilton		
66.5	39.6	13.33
Kingston		
8.0	41.5	12.71
Kitchener		
42.9	39.3	10.42
London		
25.3	38.7	10.99
Oshawa		
27.5	43.5	14.71
Ottawa		
24.7	38.5	10.47
Ottawa-Hull		
29.5	38.3	11.18
Peterborough		
8.7	39.1	10.87
Sarnia		
11.7	41.0	17.37
St. Catharines-Niagara		
30.8	42.3	14.39
Toronto		
367.3	40.1	10.53
Windsor		
35.8	44.2	13.83

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (10/85)

Work Force Thousands	Unemployed Thousands	Unemployment Percent
ONTARIO		
4,779	340	7.1

(figures are unadjusted for seasonal variation)

*Industrial Mix (7/84)**

Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
877.7	40.1	11.56
DURABLE GOODS		
457.1	41.6	12.22
NONDURABLE GOODS		
420.7	38.3	10.67
Food & beverages-SIC 101-109		
86.9	37.2	11.11
Tobacco prods.-SIC 151-153		
2.5	33.6	16.62
Rubber & plastic prods.-SIC 162-165		
44.1	39.0	9.73
Leather prods.-SIC 172-179		
13.1	38.4	7.11
Textile prods.-SIC 181-189		
30.1	40.7	9.80
Knitting mills-SIC 231-239		
6.0	38.2	6.21
Clothing-SIC 243-249		
26.1	37.6	6.39
Wood prods.-SIC 251-259		
21.6	39.9	9.54
Furniture & fixtures-SIC 261-268		
24.5	40.7	8.66
Paper & allied ind.-SIC 271-274		
41.4	40.5	13.71
Printing, pub., & allied ind.-SIC 286-289		
60.8	35.4	11.26
Primary metal ind.-SIC 291-298		
64.4	41.2	14.62
Metal fabricating ind.-SIC 301-309		
82.4	39.9	10.88
Machinery, except elec.-SIC 311-318		
46.8	40.6	11.53
Transportation equip.-SIC 321-329		
126.7	44.0	13.52
Electrical prods.-SIC 331-339		
68.4	40.3	10.71
Nonmetallic min. prods.-SIC 351-359		
22.3	41.3	12.21
Petroleum & coal prods.-SIC 365-369		
12.3	43.1	16.99
Chemicals & chem. prods.-SIC 372-379		
55.0	39.1	12.11
Misc. manufacturing ind.-SIC 391-399		
42.3	38.0	9.62

*employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Barrie 2 (Toronto)
Belleville 2, 5 (Peterborough)
Brampton 2, 5 (Toronto)
Brantford 2, 5 (Hamilton)
Burlington 2, 5 (Hamilton)
Cambridge 2 (Hamilton)
Chatham 2, 3, 5, 6 (Windsor)
Cornwall 2, 5, 38
Guelph 2, 5 (Hamilton)
Halton Hills (Toronto)
Hamilton 2, 5, 21
Kingston 2, 5, 45
Kitchener 2, 5 (Hamilton)
London 2, 5, 9, 12
Markham 2 (Toronto)
Mississauga (Toronto)
Newcastle 2, 5
Newmarket 2 (Toronto)
Niagara Falls 2, 6 (Buffalo, NY)
North Bay 2, 5, 7, 9, 12, 35, 48
Oakville 2, 5 (Toronto)
Oshawa 2, 5, 43
Ottawa 2, 5, 9, 12, 21, 24, 27-30, 33, 34 39, 41, 43, 45, 48
Peterborough 2, 5, 21
Pickering 2 (Toronto)
Richmond Hill 2 (Toronto)
St. Catharines 2 (Buffalo, NY)
St. Thomas 2, 3, 5, 6 (London)
Sarnia 2, 3, 12
Sault Ste. Marie 1, 5, 7, 9, 34, 35
Stoney Creek 2 (Hamilton)
Stratford 2 (London)
Sudbury 2, 5, 7, 9, 12, 34, 35, 48
Thunder Bay 2, 5, 7, 9, 12, 17, 18, 34, 35, 37
Timmins 7, 9, 17, 35
Toronto 2, 5, 8-17, 19-28, 31-34, 36-40, 42, 44-49
Waterloo 2, 5 (Hamilton)
Welland 2, 4, 6 (Buffalo, NY)
Whitby 2, 5 (Toronto)
Windsor 2, 3, 5, 6, 9, 12, 34, 43, 48
Woodstock 2, 5 (London)

Railroads

1. Algoma Central Rwy.
2. Canadian National Rwys.
3. Chessie System Railroads
4. Conrail
5. CP Rail
6. Norfolk & Southern Corp.
7. Ontario Northland Rwy.

Airlines

8. Aeromexico
9. Air Canada
10. Air France
11. Air Jamaica
12. Air Ontario
13. Alitalia
14. Allegheny Commuter
15. American
16. Arrow Air
17. Austin Airways
18. Bearskin Lake Air Service
19. British Airways
20. BWIA Int'l
21. City Express
22. Comair
23. Commuter Express
24. CP Air
25. CP Air Attache
26. Delta Connection
27. Eastern
28. Eastern Provincial
29. Empire
30. First Air
31. KLM
32. Lufthansa
33. Mall Airways
34. Nordair
35. Norontair
36. Olympic
37. Pacific Western
38. Pem Air Limited
39. Pilgrim Airlines
40. Quebecair
41. Quebec Aviation Ltee
42. Republic

43. Skycraft Air Transport
44. Swissair
45. Torontair
46. United
47. US Air
48. Voyageur Airways
49. Yugoslav Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Barrie — 1e, 40g
Belleville — 2e, 41g
Brampton — 3e, 40g
Brantford — 4e, 42g
Cambridge — 5e
Chatham — 6e, 42g
Cornwall — 7e, 41g
Guelph — 8e, 42g
Halton Hills — 9e
Hamilton — 10e, 42g
Kingston — 11eg, 41g
Kitchener — 12eg
London — 13e, 42g
Markham — 14e, 40g
Mississauga — 15e, 40g
Newcastle — 16e
Newmarket — 17e, 40g
Niagara Falls — 18e, 40g
North Bay — 19e, 41g
Oakville — 20e, 42g
Oshawa — 21e, 40g
Ottawa — 22e, 40g
Peterborough — 23e, 40g
Richmond Hill — 24e, 40g
St. Catharines — 25e, 40g
St. Thomas — 26e, 42g
Sarnia — 27e, 42g
Sault Ste. Marie — 28e, 41g
Stoney Creek — 29e, 42g
Stratford — 30e, 42g
Sudbury — 31e, 41g
Thunder Bay — 32e, 41g
Timmins — 33e, 41g
Toronto — 34e, 40g
Waterloo — 35e, 42g
Welland — 36e, 40g
Whitby — 37e, 40g
Windsor — 38e, 42g
Woodstock — 39e, 42g

1. Public Utilities Cmsn.
   Box 7000, Barrie L4M 4V8
2. Utilities Cmsn.
   Box 939, Belleville K8N 5B6
3. Hydro-Electric Cmsn.
   50 Main St., S. Brampton L6W 3P7
4. Public Utilities Cmsn.
   Box 308, Brantford N3T 5N8
5. Hydro-Electric Cmsn.
   Box 1060, Cambridge N1R 5X6
6. Public Utilities Cmsn.
   Box 70, Chatham N7M 5K2
7. Cornwall Electric
   1001 Sydney St., Box 1179
   Cornwall K6H 5V3
8. Board of Light & Heat Cmsrs.
   104 Dawson Road
   Guelph N1H 1A7
9. Hydro-Electric Cmsn.
   66 Mill St., Georgetown L7G 3H7
10. Hydro-Electric Cmsn.
    Box 249, Hamilton L8N 3E4
11. Public Utilities Cmsn.
    Counter St., Box 790, Kingston K7L 4X7
12. Public Utilities Cmsn.
    (Hydro Elect. Cmsn.)
    P.O. Box 1118 (Box 9010)
    Kitchener N2G 4G7 (N2G 4L2)
13. Public Utilities Cmsn.
    Box 2700, Terminal "A", London N6A 4H6
14. Hydro-Electric Cmsn.
    Box 1600, Markham L3P 3V7
15. Hydro-Electric Cmsn.
    3240 Mavis Rd.
    Mississauga L5C 3K1
16. Public Utilities Cmsn.
    19 King St., W.
    Bowmanville L1C 1R2
17. Hydro-Electric Cmsn.
    500 Water St., Newmarket L3Y 1M5
18. Hydro-Electric Cmsn.
    Box 120, Niagara Falls L2E 6S9
19. Hydro-Electric Cmsn.
    1350 Fisher St., North Bay P1B 2H1
20. Public Utilities Cmsn.
    Box 1900, Oakville L6J 5E3
21. Public Utilities Cmsn.
    100 Simcoe St. S., Oshawa L1H 7M7
22. Hydro-Electric Cmsn.
    Box 8700, Ottawa K1G 3S4
23. Utilities Cmsn.
    Box 449, Peterborough K9J 6Z5
24. Hydro-Electric Cmsn.
    Box 418
    Richmond Hill L4C 1T6
25. Public Utilities Cmsn.
    Box 83, St. Catharines L2R 6R8
26. Public Utilities Cmsn.
    Box 400, St. Thomas N5P 3V4
27. Hydro Electric Cmsn.
    Box 2140, Sarnia N7T 7L6
28. Public Utilities Cmsn.
    Box 9000, Sault Ste. Marie P6A 6P2
29. Hydro-Electric Cmsn.
    80 King St., E.
    Stoney Creek L8G 1K2
30. Public Utilities Cmsn.
    Box 397, Stratford N5A 6T5
31. Hydro-Electric Cmsn.
    Box 250, Sudbury P3E 4P1
32. Hydro-Electric Cmsn.
    34 N. Cumberland St. "P"
    Thunder Bay P7A 4L4
33. Ontario Hydro
    700 University Ave., Toronto M5G 1X6
34. Hydro Electric System
    14 Carlton St., Toronto M5D 1K5
35. Hydro Electric Cmsn.
    Box 640, Waterloo N2J 4A3
36. Hydro-Electric Cmsn.
    Box 280, Welland L3B 5P6
37. Public Utilities Cmsn.
    128 Brook St. S., Box 59
    Whitby L1N 5R8
38. Utilities Commission
    787 Quellette Ave., Box 1625
    Windsor N9A 5T7
39. Public Utilities Cmsn.
    Box 245, Woodstock N4S 7X4
40. The Consumers' Gas Co., Ltd.
    One First Canadian Pl., Ste. 4200
    Toronto M5X 1C5
41. Northern & Central Gas Corp., Ltd.
    245 Yorkland Blvd., Willowdale M2J 1R1
42. Union Gas Ltd.
    50 Keil Dr. N.
    Chatham N7M 5M1

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Bismuth (kg)	1	26
Cadmium (kg)	873	3,169
Cobalt (kg)	2,322	79,599
Copper (kg)	280,025	554,169
Gold (g)	31,670	440,596
Iron ore (metric ton)	4,192	227,515
Lead (kg)	4,223	2,437
Nickel (kg)	137,668	968,358
Selenium (kg)	105	2,263
Silver (kg)	489	136,487
Tellurium (kg)	4	121
Uranium (kg)	4,485	519,479
Zinc (kg)	269,497	341,722
Barite	NA	1,500
Gemstones	NA	110
Gypsum (metric ton)	1,047	15,823
Nepheline syenite (metric ton)	488	18,903
Peat (metric ton)	6	612
Quartz (metric ton)	1,013	11,930
Salt (metric ton)	6,102	136,604
Soapstone, talc, pyrophyllite	NA	9,181
Sulfur in smelter gas (metric ton)	457	35,948
Sulphur, elemental (metric ton)	1	82
Natural gas (thous. m^3)	512	65,714
Petroleum, crude (m^3)	109	23,878
Clay products	NA	91,725
Cement (metric ton)	3,871	292,225
Lime (metric ton)	1,355	90,115
Sand & gravel (metric ton)	69,250	167,400
Stone (metric ton)	31,393	151,887
Total 1985 (preliminary)		4,565,649

CLIMATE:

	Mean Temp. F		Average No. of Days of Precipitation
	Jan.	Jul.	
London	21	69	165
Ottawa	12	69	152
Thunder Bay	5	64	141
Toronto	24	71	134
Windsor	24	72	137

DEVELOPMENT COUNSELORS:

Province Development Agency

Delaney, Jack R., Mgr.
Plant Location & Munic. Liaison
Ministry of Industry & Trade
900 Bay St. 6th Fl.
Toronto, M7A 2E4
416/965-7299

Utilities, Banks, Areas & Others

Belleville
Bemis, Fred, Dir.
Dept. of Econ. & Business Dev.
City Hall, 169 Front St., K8N 2Y8
613/962-6211

Bramptom
Terrell, Jack, Bus. Dev. Off.
City of Bramptom
150 Central Park Dr.
L6T 2T9
416/793-4110

Brantford
Amos, David, Econ. Dev. Dir.
Berryman, Lloyd, Dev. Cmsr.
City of Brantford
City Hall
100 Wellington Sq., N3T 2M3
519/759-4150

Hamilton
Ghanem, Saad, Econ. Dev. Dept.
Macaluso, Gabe, Bus. Dev. Off.
Rea, Ronald, Bus. Dev. Off.
Reg. Municipality of Hamilton-Wentworth
119 King St. W.
P.O. Box 910, L8N 3V9
416/526-4233 or 4234

Kitchener
Gillies, Archie J., Exec. Dir. of Bus. Dev.
Bus. Dev. Dept., City of Kitchener
P.O. Box 1118, N2G 4G7
519/885-7814

London
Heron, Douglas, Econ. Dev. Dir.
Corp. of the City of London
300 Dufferin Ave.
P.O. Box 5035, N6A 4L9
416/679-4545

Mississauga
Johnstone, Gordon, Bus. Dev. Off.
City of Mississauga
1st Fl., 1 City Centre Dr.
L5B 1M2
416/279-7600

North York
Strupat, Robert, Dev. Off.
City of North York
5100 Yonge St., M2N 5V7
416/224-6475

Oshawa
Nicol, Robert, Econ. Dev. Dir.
Corp. of the City of Oshawa
50 Centre St. S., L1H 378
416/725-7351

Ottawa
Burke, Kenneth W., Chief
Greenbelt Property Mgt.
National Capital Commission
161 Laurier Ave. W., K1P 6J6
Green, Philip, Econ. Dev. Dir.
City of Ottawa
Rm. 503, 111 Sussex Dr.
K1N 5A1
613/563-3256
Marshall, Wm. A., Pres.
Comm. & Ind. Dev. Corp. of Ottawa-Carleton
222 Queen St., K1P 5V9
613/236-3500

Peterborough
Staub, Shannon, Dev. Dir.
City of Peterborough
500 George St. N., K9H 3R9
705/742-7771

St. Catharines
Lefeuvre, William, Sr. Bus. Dev. Off.
City of St. Catharines
Box 3012, L2R 7C2
416/688-5600

Thunder Bay
Charbonneau, P. R., Gen. Mgr.
Thunder Bay Econ. Dev. Corp.
203-620 Victoria Ave. E.
P7C 1A9
807/623-2711

Toronto
Doty, Robert V., Reg. Mgr.,
CN Rail
277 Front St., W., M5V 2X4
416/860-2393
Gray, Bruce A., Sr. Dev. Off.
Eastwood, Donald G., Econ. Dev. Off.
City of Toronto
18 E. City Hall, M5H 2N2
416/947-7570
Malenfant, Dennis, Mgr.
Leasing & Property Acquisition
The Bank of Nova Scotia
44 King St. W., M5H 1H1
416/866-5937
Marriott, Bubba, Gen. Mgr.
Ind. Dev. Div.
Bramalea Ltd.
1867 Yonge St., M4S 1Y5
416/487-3871
Mepham, James C., Mgr.
Acquisition Services
Commercial Dev. Div.
The Toronto Dominion Bank
Toronto Dominion Centre
P.O. Box 1, M5K 1A2
416/866-8182
Moyer, Eric W., Mgr, Ind. Dev. Progs.
Palmer, Pat, V.P., Planning & Dev.
Royal Bank of Canada
15th Fl., South Tower
Royal Bank Plaza, M5J 2J5
416/865-5755
Murray, William, Mktg. V.P.
Border Brokers Ltd.
40 University Ave.
P.O. Box 4040, M5W 1L2
416/977-7777
Scott, Douglas N., Supt.
Corp. Banking Div.
Canadian Imperial Bank of Commerce
Commerce Ct. W.-7, M5L 1A2
416/862-3653

Whitby
Gervais, Gerard, Commissioner, Econ. Dev. Dept.
Region of Durham
605 Rossland Rd. E., L1N 6A3
416/668-7711

Windsor
Schmidt, Horst, Planning & Dev. Off.
Windsor-Essex Cty. Dev. Comm.
Place Goyeau (at Chatham)
N9A 2W1
519/255-9200

PROVINCE INFORMATION:

Financial assistance to industry:
- Financial & technical marketing assistance
- Provincial loans & incentives for capital projects

Tax rates:

Corporate income tax	10%
Personal income tax	52.2% of basic federal
Personal property tax	$.65/$100
Sales tax	10%
Franchise & incorp. tax	none
Inventory tax	none
Gasoline tax	10.3¢/litre

Advanced education facilities:

Four-year colleges & universities	1
Two-year or junior colleges	1
Vocational & business schools	4

Medical facilities:

Hospitals	6
Clinics	8

Labor analysis:

Civilian labor force	59,000 (1985 avg.)
High-school grads	1,585 (1985)

Environment Controls:

Air & Water Poliution: Prince Edward Island Dept. of Community Affairs, Box 2000, Charlottetown, C1A 7N8, 902/892-3561

POPULATION:

	Census 1981 (Thousands)	Estimate 1985 (Thousands)
PRINCE EDWARD ISLAND	122.5	126.8

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (5/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
PRINCE EDWARD ISLAND		
3.4	40.1	7.13
Charlottetown		
1.1	39.8	8.50

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (10/85)

Work Force Thousands	Unemployed Thousands	Unemployment Percent
PRINCE EDWARD ISLAND		
57	7	11.8

(figures are unadjusted for seasonal variation)

*Industrial Mix (7/84)**

Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
3.4	40.1	7.13
Food & beverages–SIC 101-109		
2.3	40.1	6.80

*employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following name of city designate agencies listed below.

Charlottetown 1, 2, 3

Railroads

1. Canadian National Rwys.

Airlines

2. Air Canada
3. Eastern Provincial

UTILITIES:

Electric Utility Serving Charlottetown

Maritime Electric Co., Ltd., Box 1328, 134 Kent St., Charlottetown C1A 7N2

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Peat (metric ton)	4	685
Sand & gravel (metric ton)	400	1,550
Total 1985 (preliminary)		2,235

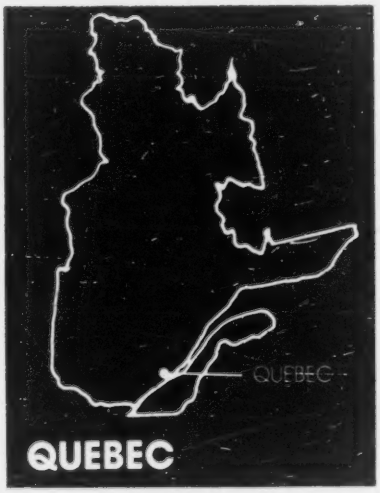
CLIMATE:

	Mean Temp. F		Average No. of Days of Precipitation
	Jan.	Jul.	
Charlottetown	20	65	169

DEVELOPMENT COUNSELORS:

Province Development Agency

Cameron, D. A., Dir.
Prince Edward Island Dept. of Industry
Box 2000, Charlottetown, C1A 7N8
902/892-5445



PROVINCE INFORMATION:

Financial assistance to industry:
- Investment grants
- Interest-free loans
- Incentive programs for high-tech industries
- Special incentives for R & D activities
- Financing at low interest
- Electricity rates and rate stabilization programs
- Tax deductions and credits
- Aid for job training
- No-fee consulting services:
  - Product & market information
  - Site selection, 200 Industrial parks
  - Joint venture partners
  - Licensing agreement

Tax rates:

Corporate income tax	36.25%
Personal income tax	varies
Personal property tax	$3-$4/$100
Sales tax	9%
Incorporation tax	none
Franchise tax	none
Inventory tax	none
Gasoline tax	$.164/litre

Advanced education facilities:

Four-year colleges & universities	19
Two-year or junior colleges	47
Vocational & business schools	(included in above)

Medical facilities:

Hospitals	236
Clinics	109

Labor analysis:

Civilian labor force	3,194,000
High-school grads	289,070

Environment Controls:

Air & Water Pollution: Guy Audet, Mgr. Dept. of the Environ., 3900 Marly St., Ste-Foy, Quebec, G1X 4E4, 418/643-8714

POPULATION:

Cities over 25,000

	Census 1981 Thousands	Estimate 1985 Thousands
QUEBEC	6,438.4	6,562.3
Alma	26.2	26.9
Anjou	37.3	39.0
Aylmer	26.7	28.4
Beauport	60.4	63.6
Boucherville	29.7	32.3
Brossard	52.2	56.6
Cap-de-la Madeleine	32.6	32.9
Charlesbourg	68.3	71.4
Châteauguay	36.9	37.0
Chicoutimi	60.1	61.3
Côte-St-Luc	27.5	29.7
Dollard-des-Ormeaux	39.9	43.5
Drummondville	27.3	35.5
Gatineau	75.0	78.7
Granby	38.0	38.7
Hull	56.2	54.8
Jonquière	60.4	59.6
Lachine	37.5	35.9
LaSalle	76.3	78.1
Laval	268.3	279.4
Longueuil	124.3	122.6
Montréal	980.3	979.3
Montréal-Nord	95.0	95.8
Pierrefonds	38.4	41.8
Pointe-aux-Trembles	36.2	NA
Quebec	166.4	157.3
Repentigny	34.4	38.2
Rimouski	29.1	29.6
St. Eustache	29.7	35.0
Ste. Foy	68.9	66.4
St. Hubert	60.5	68.1
St. Hyacinthe	38.2	38.3
St. Jean-sur-Richelieu	35.6	35.6
St. Jérôme	25.1	25.5
St. Laurent	66.0	68.8
St. Léonard	79.4	82.4
Sept-Îles	29.2	27.1
Sherbrooke	74.1	69.5
Trois-Rivières	50.5	49.1
Valleyfield	29.6	29.5
Verdun	61.3	58.4

Census Metropolitan Areas

	Census 1981 Thousands	Estimate 1985 Thousands
Chicoutimi - Jonquiere	135.1	137.7
Montréal	2,828.3	2,859.0
Quebec	576.1	588.7
Trois Rivières	106.0	113.4

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (5/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
QUEBEC		
459.2	38.9	10.84
Chicoutimi Jonquière		
11.6	42.4	15.38
Drummondville		
4.9	37.4	10.02
Montreal		
234.8	38.7	10.69
Quebec City		
23.5	37.9	11.02
Shawinigan		
6.3	38.6	12.43
Sherbrooke		
8.2	39.3	10.38
Sorel		
3.6	38.8	13.43
St-Hyacinthe		
4.1	37.9	10.76
Trois-Rivières		
7.1	38.8	14.38

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (10/85)

Work Force Thousands	Unemployed Thousands	Unemployment Percent
QUEBEC		
3,198	358	11.2

(figures are unadjusted for seasonal variation)

*Industrial Mix (7/84)**

Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
459.2	38.9	10.84
DURABLE GOODS		
183.2	40.5	11.30
NONDURABLE GOODS		
276.0	37.9	10.49
Food & beverages-SIC 101-109		
55.2	38.1	10.85
Tobacco prods.-SIC 150-153		
4.0	35.5	17.16
Rubber & plastic prods.-SIC 162-165		
9.8	38.5	9.85
Leather prods.-SIC 172-179		
9.9	35.9	7.05
Textile prods.-SIC 180-189		
26.5	39.9	8.52
Knitting mills-SIC 230-239		
9.7	39.5	7.30
Clothing-SIC 243-249		
47.1	35.9	7.41
Wood prods.-SIC 250-259		
24.4	41.4	9.12
Furniture & fixtures-SIC 261-268		
15.7	39.4	8.35
Paper & allied ind.-SIC 271-274		
42.1	39.8	14.08
Printing, pub., & allied ind.-SIC 286-289		
24.7	32.7	12.86

High-tech

While others were playing cat & mouse with high-tech industries, look who got the lion's share

Attracting the lion's share of high-tech industry to Saint-Laurent was the result of good planning and concerted teamwork by the City. These efforts have benefited industries immensely, providing them with the most favourable conditions and locational choices for implanting and, more importantly, for developing.

Not surprising, the industrial attractiveness of Saint-Laurent has firmly established the city as a high-tech capital on the international market.

So, if you're looking for an industrial location that satisfies all the optimum conditions for growth and development, take a good look at Saint-Laurent.

Industry in Saint-Laurent

satisfaction **guaranteed**

Saint-Laurent economic development corporation

For information:
Charles Robitaille, General Manager, Saint-Laurent Economic Development Corporation
777 Laurentien Boulevard, Saint-Laurent, Quebec, CANADA H4M 2M7 Tel.: (514) 744-7300

Circle 107 on Brochure Service Card

Primary metal ind.-SIC 291-298		
24.8	41.4	14.88
Metal fabricating ind.-SIC 301-309		
28.9	39.7	10.56
Machinery, except elec.-SIC 311-318		
17.3	40.6	11.15
Transportation equip.-SIC 321-329		
32.6	41.0	12.63
Electrical prods.-SIC 331-339		
27.1	39.8	11.23
Nonmetallic min. prods.-SIC 351-359		
12.4	39.7	12.21
Petroleum & coal prods.-SIC 365-369		
3.3	41.8	17.18
Chemicals & chem. prods.-SIC 372-379		
25.4	39.8	11.59
Misc. manufacturing ind.-SIC 391-399		
18.2	37.7	7.92

*employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (M) = Montreal.

Alma 6
Anjou (M)
Aylmer 3 (Ottawa, Ont.)
Beauport 1 (Quebec)
Boucherville 1 (M)
Brossard 1 (M)
Cap de la Madeleine 3 (Quebec)
Charlesbourg 1 (Quebec)
Chateauguay 2 (M)
Chicoutimi 1 (35, 36 through Saguenay)
Cote-St.-Luc (M)
Dollard-des Ormeaux (M)
Drummondville 1, 3 (M)
Gatineau 3, 36
Granby 1 (M)
Hull 3 (Gatineau)
Jonquiere 1 (35, 36 through Saguenay)
Lachine 1, 3 (M)
LaSalle 2, 3 (M)
Laval (Ville de) (M)
Longueuil 1 (M)
Montreal 1-9, 11-44
Montreal Nord 1 (M)
Outremont 2, 3
Pointe-aux-Trembles 1
Pointe Claire 1, 3 (M)
Quebec City 1, 3, 7, 31, 35, 36
Rimouski 1, 10
Ste. Foy 1 (Quebec)
St. Hubert 1 (M)
St. Hyacinthe 1, 3 (M)
St. Jean 1 (M)
St. Jerome 1, 3 (M)
St. Laurent 1 (M)
St. Leonard 1, (M)
Sept-Iles 7, 10, 35
Sherbrooke 1, 3, 36
Trois Rivieres 1, 3 (Quebec)
Valleyfield 1, 2 (M)
Verdun (M)

Railroads

1. Canadian National Rwys.
2. Conrail
3. CP Rail

Airlines

4. Aeroflot
5. Aerolineas Argentinas
6. Air Alma
7. Air Canada
8. Air France
9. Air Ontario
10. Air Satellite
11. Alitalia
12. American
13. Arrow Air
14. British Airways
15. City Express
16. CP Air
17. Cubana
18. Czechoslovak Airlines
19. Delta
20. Eastern
21. Eastern Provincial
22. El Al
23. Empire
24. Finnair
25. First Air
26. Iberia
27. KLM
28. LOT
29. Lufthansa
30. Mall Airways
31. Nordair
32. Olympic
33. People Express
34. Pilgrim Airlines
35. Quebecair
36. Quebec Aviation Ltee
37. Republic
38. Royal Air Maroc
39. Sabena
40. Skycraft Air Transport
41. Swissair
42. TAP Air Portugal
43. USAir
44. Yugoslav Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below. e = electric g = gas

Alma — 1e, 5e
Anjou — 5e, 4g
Aylmer — 3g, 5e
Beauport — 5e
Boucherville — 4g, 5e
Brossard — 5e, 4g
Cap de la Madeleine — 5e
Charlesbourg — 5e
Chateauguay — 5e
Chicoutimi — 5e
Cote-St-Luc — 5e, 4g
Dollard-des-Ormeaux — 5e, 4g
Drummondville — 5e
Gatineau — 5e, 3g
Granby — 5e
Hull — 5e, 3g
Jonquiere — 7e
Lachine — 5e, 4g
LaSalle — 5e, 4g
Laval — 5e, 4g
Longueuil — 5e, 4g
Montreal — 5e, 4g
Montreal N — 5e, 4g
Outremont — 5e, 4g
Pierrefonds — 5e, 4g
Pointe-aux-Trembles — 5e, 4g
Pointe Claire — 5e, 4g
Quebec City — 5e
Repentigny — 5e
Rimouski — 5e
Ste. Foy — 5e
St. Hubert — 5e, 4g
St. Jean — 5e
St. Jerome — 5e
St. Laurent — 5e
St. Leonard — 5e, 4g
Sept-Iles — 5e
Sherbrooke — 6e, 2g
Trois Rivieres — 5e
Valleyfield — 5e, 4g
Verdun — 5e, 4g

1. Alma Electric System
   Lac St. Jean, Alama G8B 3R1
2. Gas du Quebec
   1717 Du Havre, Montreal H2K 2X3
3. Gazifere Inc.
   71 Jean Proulx, Hull
4. Gaz Metropolitain, Inc.
   1155 Dorchester W.,
   Montreal H3B 3S7
5. Hydro-Quebec
   75 Dorchester Blvd. W., Montreal
   H2Z 1A4
6. Hydro-Sherbrooke
   1800 rue Roy, Sherbrooke J1K 1B6
7. Jonquiere Electric Dept.
   1710 Ste.-Famille, Jonquiere G7X
   7W7

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Cadmium (kg)	116	423
Columbium (Cb_2O_5) (kg)	3,300	23,100
Copper (kg)	68,855	136,265
Gold (g)	29,303	407,665
Iron ore (metric ton)	14,800	479,450
Iron, remelt	NA	140,250
Molybdenum (kg)	235	2,301
Selenium (kg)	147	3,148
Silver (kg)	50	13,836
Tellurium (kg)	11	304
Zinc (kg)	64,330	81,571
Asbestos (metric ton)	601	241,054
Magnesitic dolomite & brucite	NA	6,875
Peat (metric ton)	220	18,488
Quartz (metric ton)	738	NA
Soapstone, talc, pyrophyllite	NA	3,007
Sulfur in smelter gas (metric ton)	78	12,035
Clay products	NA	21,987
Cement (metric ton)	3,053	196,200
Lime (metric ton)	265	18,258
Sand & gravel (metric ton)	29,564	60,019
Stone (metric ton)	31,173	142,574
Total 1985 (preliminary)		2,236,841

CLIMATE:

	Mean Temp. F.		Average No. of Days of Precipitation
	Jan.	Jul.	
Montreal	16	71	164
Quebec	11	67	164
Sherbrooke	15	68	170

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Railroads

(See Transportation Index, page 28.)

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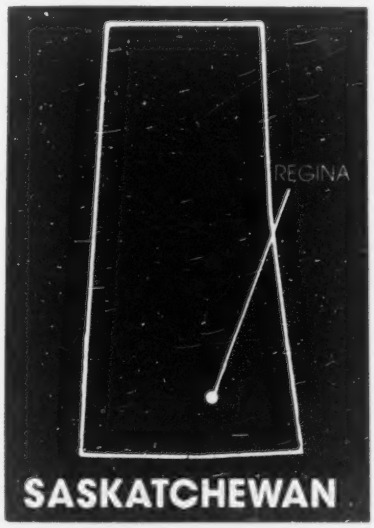

PROVINCE INFORMATION:

Financial assistance to industry:
- Cost-shared mkt. & feasibility studies
- Financial incentives for innovation & product development
- Financial incentives for new plants & expansions
- Financial assistance for market development
- Specific financial assistance to technology related companies

Tax rates (manufacturing):
- Corporate income tax ..... 46% basic combined federal & provincial
- Personal income tax ..... combined federal & provincial based on sliding scale commencing at 16% on taxable income over $2,026 reaching a max. of 53% on taxable income over $59,424
- Sales tax 5%
- Incorp. & franchise tax ..... none
- Inventory tax ..... none
- Gasoline tax ..... none

Advanced education facilities:
- Universities 2
- Institutions of applied arts & sciences 4
- Community colleges 14
- Vocational & business schools 25

Environment controls:

Air & water pollution: Dept. of the Environ., 3085 Albert St., Regina, Saskatchewan 545 0B1

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1985
	—Thousands—	
SASKATCHEWAN	968.3	1,016.4
Moose Jaw	33.9	35.1
Prince Albert	31.4	34.0
Regina	162.6	174.5
Saskatoon	154.2	168.2

Census Metropolitan Areas

	Census 1981	Estimate 1985
	—Thousands—	
Regina	164.3	176.3
Saskatoon	154.2	168.2

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (5/85)**

Employment Thousands	Weekly Hours	Hourly Earnings $
SASKATCHEWAN		
20.2	36.2	11.55
Regina		
5.7	36.8	12.69
Saskatoon		
7.6	38.3	11.46

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (10/85)

Work Force Thousands	Unemployed Thousands	Unemployment Percent
SASKATCHEWAN		
494	34	6.9

(figures are unadjusted for seasonal variation)

*Industrial Mix (7/84)**

Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
20.2	36.2	11.55
DURABLE GOODS		
8.7	38.1	11.74
NONDURABLE GOODS		
11.5	34.3	11.35
Food & beverages-SIC 101-109		
5.7	36.8	11.73
Wood-SIC 251-259		
1.1	37.4	12.18
Printing, pub., & allied ind.-SIC 286-289		
2.6	32.4	9.84
Metal fabricating ind.-SIC 301-309		
1.2	37.2	10.86
Machinery, except elec.-SIC 311-318		
1.9	35.4	10.51
Electrical prods.-SIC 331-339		
1.6	45.2	11.31
Nonmetallic min. prods.-SIC 351-359		
0.8	37.5	12.82
Petroleum & coal prods.-SIC 365-369		
0.4	39.2	16.03

*employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Moose Jaw 1, 2 (Regina)
Prince Albert 1, 2, 5
Regina 1-6
Saskatoon 1-8

Railroads

1. Canadian National Rwy.
2. CP Rail

Airlines

3. Air Canada
4. Frontier Airlines
5. Norcanair
6. Pacific Western
7. Southern Frontier
8. Time Air

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Moose-Jaw — 1eg
Prince Albert — 1eg
Regina — 1eg
Saskatoon — 2e, 1g

1. Saskatchewan Power Corp.
   2025 Victoria Ave. Regina S4P 0S1
2. Saskatoon Electric Dept.
   414 Ave.-B South, Saskatoon
   S7M 1M8

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Cadmium (kg)	8	28
Copper (kg)	4,699	9,299
Gold (g)	190	2,649
Selenium (kg)	8	172
Silver (kg)	5	1,325
Tellurium (kg)	1	18
Uranium (kg)	5,544	438,181
Zinc (kg)	4,143	5,253
Peat (metric ton)	11	1,750
Quartz (metric ton)	125	NA
Salt (metric ton)	408	26,817
Sodium sulfate (metric ton)	NA	29,905
Sulfur, elemental (metric ton)	8	636
Coal (metric ton)	9,745	125,100
Natural gas (thous. m^3)	1,778	102,466
Natural gas by-products (m^3)	212	25,840
Petroleum, crude (m^3)	11,243	2,350,000
Clay products	NA	4,050
Cement (metric ton)	NA	16,769
Sand & gravel (metric ton)	10,200	26,375
Total 1985 (preliminary)		3,782,600

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continued from p. 37

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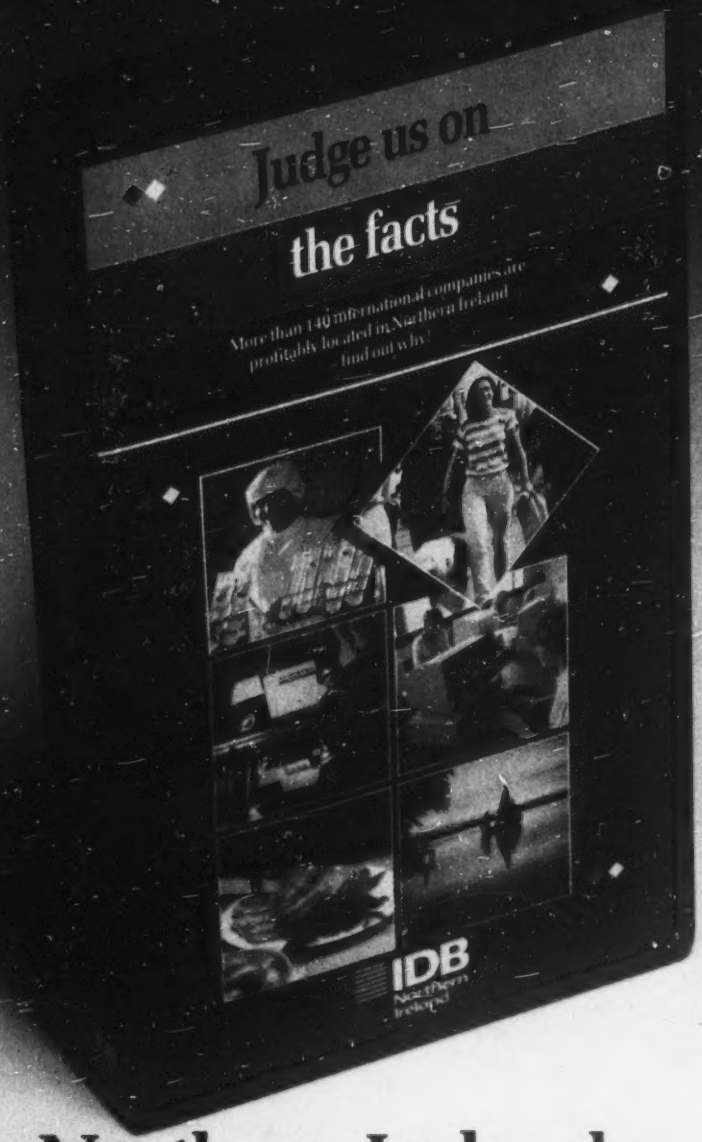

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Name_____

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Industrial Development
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IDB Northern Ireland

Northern Ireland
Judge us on the facts

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NEW HAMPSHIRE

1 **Public Service of New Hampshire** Our information packet describes services available, state economic statistics, quaility of life, and positive attitude toward business.

MID ATLANTIC

NEW JERSEY

2 **Federal Business Centers, NJ** Developer of Raritan Center has multi-purpose buildings just 30 minutes from New York in a prestigious high-tech environment. Over 300 firms are here, surrounded by labor supply of 3 million.

3 **Monmouth County, NJ** Info. packet contains key area facts, a listing of major industrial parks, and color brochure, "Monmouth County: A Special Kind of Living."

4 **Pureland Industrial Complex, NJ** Send for free brochure describing South Jersey's largest and fastest-growing industrial park, which offers transportation availability, highway access, and an extensive amenity package (including a wildlife preserve) on its 3,000 acres. Find out why national and international companies are relocating to Pureland.

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5 **New York State Electric & Gas** Our cost-free plant location service is provided on a confidential basis to any expanding business. Includes a comprehensive inventory of 235 industrial sites and 90 available industrial buildings. We will provide you with financing alternatives, wage rates, tax incentives, construction costs, labor availability, and other data you need to make a wise business decision. Contact Dick Knowlton (607) 729-2551.

6 **Rochester Electric & Gas, NY** In the heart of one of the nation's most water-rich regions, Rochester offers an abundant supply of clean water and excellent sewer systems.

PENNSYLVANIA

8 **Easton Area Industrial Land Development, PA** Color brochure describes available land and pertinent information on this area located 2 hours away from New York City and Philadelphia.

9 **Pennsylvania Power** Left-handed widgets or whatever your product, talented SKILLBELT workers and special incentive electric rates offering up to 50% reduction in demand (KVA) charges make your move to western Pennsylvania profitable. Pennsylvania Power will send complete information.

10 **Peoples Natural Gas, PA** (part of the Consolidated Natural Gas System) provides eight key services including site recommendations to firms considering new or expanded facilities in southwestern Pennsylvania.

11 **Greater Pittsburgh International Airport, PA** As the second-largest airport in the U.S., it's perfect for expanding businesses. Find out more about the growth potential for your company.

12 **Schuykill County, PA** 10 industrial parks, most utilities, central market proximity, skilled, productive workforce, low-cost financing for buildings and equipment, incentives. Abundant natural resources. Co-generation steam utility. More information call (717) 622-1942.

13 **Greater Wilkes-Barre, PA** You should see us now! Contact the Committee for Economic Growth concerning the Northeast's most profitable combination of location, work force productivity, educational facilities, and quality of life.

14 **Williamsport-Lycoming Chamber of Commerce, PA** Come to the home of little league baseball and big league business. Your vantage point in Core East U.S.A.

SOUTH ATLANTIC

FLORIDA

15 **Brevard County, FL** If you are a clean industry and you care about the environment, send for more information on the benefits of Brevard County.

16 **Broward County, FL** "Business is Powered by Broward" audio visual and the 1986 Guidebook "Building on Business" are available to prospective business investors. Details on labor, transportation, taxes, sites, and more.

17 **Building Costs** Chessie and Seaboard System Railroad, units of CSX Corporation, offer a new 36-page brochure detailing building costs and construction data on 24 warehousing and manufacturing facilities in eastern, midwest, and southeastern states.

18 **State of Florida** Florida invites you to build your future where the future is. Fact sheets and brochure highlight info on business climate, taxes, manpower, sites and utilities, and more.

19 **Florida Power** Latest statistics plus industry profiles from our own Data Resources, Inc. study. Inside information on Florida."

20 **Gainesville/Alachua County, FL** offers a complete packet of economic information covering taxes, transportation, labor, financing, utilities, and industrial sites.

21 **Ind. Dev. of Mid-Florida, FL** Take a look at a city with one of the brightest futures in America and weigh the advantages of central Florida's taxes, labor conditions and educational system.

22 **Lakeland, FL** Concise brochure gives industrial locators the hard-hitting facts on Lakeland's offerings to businesses . . . like temperate climate, enjoyable lifestyle, and almost limitless water supply.

23 **Orlando Central Park, FL** Brochure describes a 4200 acre development including executive, distribution, light manufacturing and commercial facilities.

24 **Orlando Tradeport, FL** Descriptive statistics on the Orlando Tradeport's world class business park offer the site seeker an introduction to doing business in central Florida.

25 **Osceola, FL** Osceola offers the closest industrial and distribution sites to EPCOT and Disney World and boasts proximity to 70% of Florida's high tech industries. Brochure describes excellent transportation facilities and more.

26 **Palm Coast Industrial Parks, Fl** Information on sites for light manufacturing, distribution, and community planned by ITT Community Development Corporation.

27 **Tampa Telecom Park, FL** 326 acres, planned, state-of-the-art corporate park. Campus-style setting emphasizing R & D, office and distribution activities in the telecommunications, computer and electronics industries. Send for brochure.

28 **Washington County, FL** "Florida's Land of Plenty!" describes this home of the world's most beautiful beaches and rich historical heritage. Find out why Washington Countains take pride in their home and want to share it with others.

GEORGIA

29 **Atlanta Gas Light Company, GA** Kit of material on free training for employees for new and expanding industries in Georgia; economic data on Georgia, natural gas availability and other facts concerning location services.

30 **State of Georgia** Find out why 2,500 companies have moved facilities to Georgia in the last 15 years in our free booklet describing Georgia's advantages for business.

MARYLAND

33 **State of Maryland** Comprehensive publications and services are offered to businesses interested in the state. Available information includes socio-economic data, cultural information, financing, industrial properties, taxes, foreign trade zones, enterprise zones, business regulations, etc.

34 **Washington County, MD** "The Super Location." Free literature describes our strategic location at the intersection of two major interstates, I-70 and I-80,and within one hour's drive of Baltimore, MD, and Washington, D.C. Two Enterprise Zones, comprising 2700 acres, offer economic incentives to new and expanding companies.

NORTH CAROLINA

35 **Gaston County, NC** "The Lure of Gaston County" includes the growing Charlotte-Gastonia-Rock Hill metro area, business attributes to improve your bottom line, and lifestyle amenities to tickle any fancy. Send for our "bait!"

36 State of North Carolina "The North Carolina Story" explains why NC has led the Southeast in industrial growth in recent years. Industrial data file contains facts on financing, manpower, transportation, energy, legal aspects and lifestyles.

VIRGINIA

53 American Electric Power Outstanding opportunities for manufacturers locating in southwestern Virginia. Get community profiles on Roanoke, Lynchburg, and other attractive areas along with the Location Assistance Kit from American Electric Power.

38 Henrico County, VA Industrial Development Authority: One of only ten counties in the U.S. with a AAA bond rating from both Standard & Poor's and Moody's. Our business environment is second to none, just ask one of the four Fortune 500 companies with their headquarters in Henrico County. Call 804-747-4212.

42 Virginia Beach Experience the best of both worlds in the fastest growing city on the East Coast. Productive labor, low taxes and an exciting, water-oriented lifestyle. Data provides all the facts.

WEST VIRGINIA

53 American Electric Power Confidential assistance on 23 counties served by two operating subsidiaries of the AEP System. Get information on tax programs, financial incentives and other data in our Location Assistance Kit.

43 Hope Gas, WV (part of the Consolidated Natural Gas System) will provide confidential services including site recommendation and financing assistance to firms considering new or expanded facilities in West Virginia.

44 State of West Virginia The "West Virginia Industrial Data File" covers services, foreign investment and international trade, labor, transportation, energy, financing, taxes, and industrial permits in the state. Also included are economic profile, development incentives, and a gateway guide.

EAST NORTH CENTRAL

ILLINOIS

45 Central Illinois Public Service Serves southern, eastern, and western Ill. with electricity and/or natural gas. Offers community profiles, census demographics and details on available buildings and sites. Send for more information.

46 Commonwealth Edison, IL Everything you need to grow is available in northern Illinois — including abundant domestic fuels and a steady power supply.

48 Northern Illinois Gas Informative folder contains information on rates, territory, and facts about natural gas, as well as an annual report.

INDIANA

53 American Electric Power Our Location Assistance Kit pinpoints programs available to help you locate in northeastern Indiana. It will also tell you how to obtain confidential and expert assistance for your expansion plans.

50 Northern Indiana Public Service Company An international port, ample supply of water, and reliable gas and electric energy and all good reasons to locate in Indiana. Send for more information.

MICHIGAN

53 American Electric Power Confidential assistance in southwestern Michigan available from two operating companies of the American Electric Power System. Get our Location Assistance Kit which tells you how to start your search and what to look for.

51 Consumers Power, MI In-depth information on Michigan cities gives you an eye-opening look at what your competitors may be missing. Personal site selection assistance available to help you find what you need.

52 Downriver Community Conference, MI When Mazda was looking for a new site, they came to Downriver Community. Send for more information on our complete industrial development services.

OHIO

53 American Electric Power Two operating subsidiaries serve 60 of the 88 counties in Ohio. Get community profiles and our Location Assistance Kit to provide you with details on many attractions available.

54 Cincinnati Gas & Electric, OH Once you have seen the alternatives, you will see the advantage in Greater Cincinnati. Write for "The Greater Cincinnati Advantage."

55 East Ohio Gas, OH (part of the Consolidated Natural Gas System) provides eight key services including site recommendations to firms considering new or expanded facilities in eastern Ohio.

56 Toledo Edison, OH Centrally located within a two-hour drive of the nation's manufacturing core, Toledo gets your shipments there "just in time." Send for descriptive brochure.

WISCONSIN

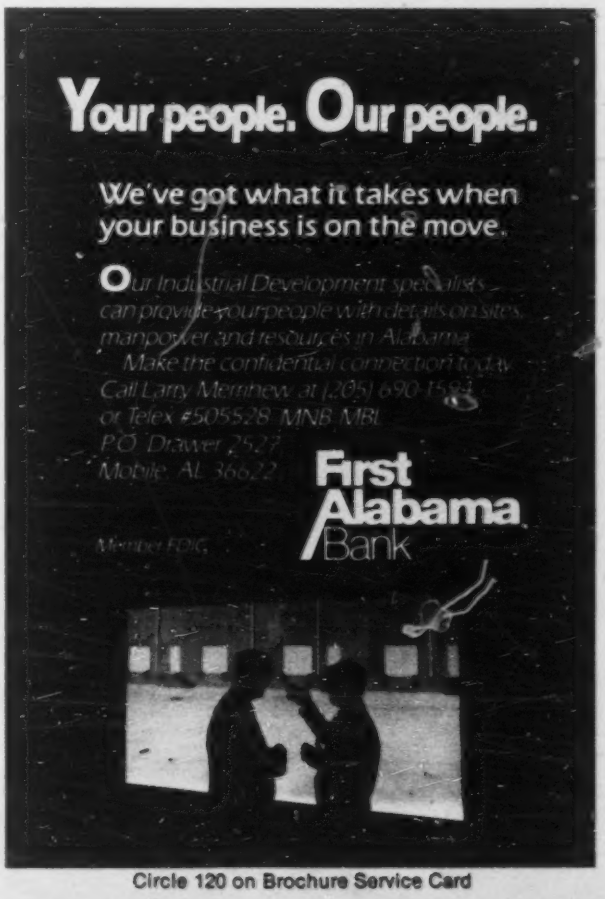
58 Wisconsin Power & Light If site selections are keeping you awake nights, send for our free Profit Portfolio and rest a lot easier.

EAST SOUTH CENTRAL

ALABAMA

59 State of Alabama Information includes an invitation to use the services of the State of Alabama Development Office, along with a booklet on the advantages and programs offered by the state.

60 Alabama Power Industrial training and wages, labor laws, taxes and plant financing are highlighted in package describing Alabama's economic offerings.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61 Dothan-Houston, AL "Our Accent is on Living." A complete community profile outlining the advantages of doing business in southeast Alabama, including population data, transportation, labor and wages, utilities, taxes, financing, industrial park maps and quality of life information.

KENTUCKY

53 American Electric Power Get information on available buildings, training assistance and financial programs in eastern Kentucky. This and other data available in the Location Assistance Kit from American Electric Power.

62 Commonwealth of Kentucky In Kentucky, the business environment is right. Circle our reader response number, and we'll send you more information on how Kentucky will contribute to the success of your business.

MISSISSIPPI

63 Tennessee-Tombigbee Waterway, MS America's newest waterway The Tennessee-Tombigbee Waterway Development Authority is a five state organization (Alabama, Florida, Kentucky, Mississippi and Tennessee) responsible for coordinating development of the Tennessee-Tombigbee Region. Brochures available include: "Commerce & Industry Perceptions of the Tennessee-Tombigbee Waterway," "Recreation on the Tenn-Tom Waterway," and a variety of maps, other materials, and information.

TENNESSEE

53 American Electric Power — Kingsport Get information on Kingsport — a dynamic and attractive area in northeastern Tennessee. American Electric Power's Location Assistance Kit will help you get your search started.

WEST NORTH CENTRAL

IOWA

65 Clinton, IA The Gateway area of eastern Iowa and western Illinois conveniently and profitably service Chicago, midwest and eastern U.S. markets. Brochures, plant-site fact file, and available building and site inventories provide thorough plant location criteria.

KANSAS

66 Concordia, KS Brochure describes what you need to know regarding a facility location and incentives you did not know existed.

67 State of Kansas "Data for Site Selection" is a series of pamphlets that provide a brief but comprehensive look at the state. Pamphlets in the series are: General Overview, Labor, Transportation, Utilities, Taxes/Incentives, Financing, and Job Training.

68 Kansas Gas & Electric Complete information package gives you the facts you need about south central and southeast Kansas, and new computer service can put you in touch with suppliers and subcontractors statewide.

69 Olathe, KS Find out how financial incentives, easy access to transportation and an ever-increasing labor pool can come together for you in Olathe, the only full service city in a top nationally ranked county.

MINNESOTA

71 St. Paul Port Authority, MN St. Paul Energy Park, a brochure describing this unique, mixed-use light industrial park midway between the St. Paul and Minneapolis CBI's. The PA offers sites and financing anywhere in St. Paul.

MISSOURI

73 St. Louis County, MO A growing base of high-tech firms in a central U.S. location is what St. Louis offers. Brochures describe how your industry can prosper there too.

NEBRASKA

75 Omaha Public Power District, NE "Put Our Power to Work for You" brochure explains the importance in locating your business in eastern Nebraska. See how our low-cost energy, transportation, and people power can work for you.

95 Upland Industries, NE Vital statistics on over 30 industrial parks and districts in the central and western states are yours at a glance in Upland's fact pack.

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OKLAHOMA

77 State of Oklahoma Send for information regarding Oklahoma's new tax law eliminating property tax on industry. Also, brochure describing Oklahoma's best-in-the-nation Vo-Tech program for new and established industry.

78 Oklahoma Natural Gas Brochure gives reasons why your firm should share in the energy, enthusiasm and enterprise that are available in Oklahoma.

79 Tulsa Economic Development Commission, OK Feasibility briefs on specific industries, demonstrating Tulsa's unique advantages, are available.

TEXAS

80 Abilene, TX Info books cover data on technical training, labor force, business climate, financial packages and education. "Abilene Sites & Buildings Book" highlights available buildings and industrial parks.

82 Central Power & Light, TX Free and confidential plant location services, including information on sites, wages, taxes, financing, available buildings, training and community data. Write for a free Industrial Data Guide.

83 East Texas "The East Texas Story" gives a region-by-region overview of the area and offers specific demographics for representative communities.

84 Farmers Branch, TX Fact sheets on transportation, taxes, demographics and industrial sites explain why nearly half of Fortune 500's top companies have located in Farmers Branch.

85 Friendswood Development Co./ Bayport, TX Brochure describes why 51 companies hold 6,534 acres at Bayport Industrial Complex, just 25 miles from downtown Houston.

88 Moore County, TX Request our Fact Book on your letterhead and see what Schroeter Industrial Park has to offer your company.

89 Southwestern Public Service, TX Illustrated map folder contains information on business climate, transportation, labor, energy and existing industries in SPS's 52,000 square mile service territory covering parts of Texas, New Mexico, Oklahoma and Kansas. Existing Building Brochure also available.

90 West Texas Utilities "Heart O' Texas" plant location data book introduces site seekers to industrial information on west and central Texas.

121 Greater Waco Chamber of Commerce Waco has the location, facilities, large industrial tracts, tax benefits, and training available to assist in your business expansion. Send for free information.

MOUNTAIN

ARIZONA

92 Salt River Project, AZ State commitment to high technology, a large pool of technical workers, an engineering research center and a 320 acre research park are just a few reasons why 43% of the manufacturing workers in "Sun Valley" are in high tech.

93 Tucson, AZ Find out why one of the nation's fastest growing employment centers is "Better For Living. . .Better For Business." Send for graphic full-color brochure and area economic/demographic data.

COLORADO

94 Adams County, CO Literature includes an annual report, "Developments" newsletter, fact sheet, area maps. Denver metropolitan area economic profile, list of major employers and computer printout of Adams County Real Estate Data Bank, a regularly updated list of industrial, commercial land and improved properties for sale or lease in Adams County.

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96 EDAWN, NV Annual review, wage survey, labor market information, business review and multitudinous industrial pamphlets are available to interested companies from EDAWN.

97 State of Nevada Individual city profile sheets and quarterly review of business and economics introduces you to potential growth for your company in Nevada.

NEW MEXICO

99 Albuquerque, NM Complete brochure kit includes data on energy, transportation, plants and community life as well as an industrial directory of products and available services.

101 State of New Mexico "New Mexico USA" covers topics essential to economic developers from unique lifestyle, energy & natural resources, finances, taxes, transportation, labor training, education, and industry support services to the Rio Grande Research Corridor.

PACIFIC

CALIFORNIA

102 Riverside, CA Accurate and timely information profiling business opportunities in the country's fastest growing metropolitan County. A Southern California area rich in historical heritage and potential for the future.

104 Tenneco/Stockdale, CA A community that reflects urban planning at its best invites you to enjoy the good life — and good business — in California.

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106 Puerto Rico "A Partnership for Productivity and Profitability" invites investors to team with the island's people for industrial growth outside the mainland.

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108 Northern Ireland Write to request your industry-specific video to learn more about the financial, industrial, and market advantages enjoyed by the U.S. companies who have invested over $800 million in Northern Ireland.

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Architect's rendering of the proposed Greater Pittsburgh International Airport targeted for completion by 1991.

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Director of Aviation
Greater Pittsburgh International Airport
Room 134M Terminal Bldg.
Pittsburgh, PA 15231 (412) 778-2500

(Greater Pittsburgh International Airport, 11,000 acres. O'Hare International Airport, 6,795 acres. Atlanta International Airport, 3,753 acres.)

Today's OKLAHOMA

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- College-bound Oklahoma students ranked well above the national average this year in the Scholastic Aptitude Test — 497 compared to 431 nationally in the verbal section, and 531 to 475 in math.
- Oklahoma students taking full quota hours of English, math, science and social studies got an average score of 20.9 in the American College Testing program — 2.3 points above the national average.
- Oklahoma mandates internships for new teachers and continuing education for experienced teachers, plus stronger teacher education, certification and classroom performance requirements.
- To make sure young students get needed individual attention, class size reductions from 25 to 20 are mandated over the next five years in grades 1, 2 and 3.
- Student achievement in grades 3, 7 and 10 must be tested every year, to determine effectiveness of education program.

The Profitable Place To Be

WRITE TO: Director, Industrial Division,
Okla. Dept. of Economic Development, Suite 303, P.O. Box 53424, State Capitol Station, Okla. City, OK 73152 (Phone 405-521-2401).

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